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Mid-Western Nurseries Number

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AMERICAN NURSERYMAN

AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. LVII No. 3 **FEBRUARY 1, 1933** **Per Copy 15c**

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PLANT PATENTS

New plants to which patents have been granted since President Hoover signed the amendment to the Patent Act in May 1930 are:

No. 19—Dahlia, to Harold L. Ickes, Hubbard Woods, Ill., July 19, 1932. A dahlia characterized by its Coral red color shading to Eugenia red toward the center, involute florets and strong healthy growing habits.

No. 20—Yellow Rose, to Earl H. Mann, to E. G. Hill Co., Richmond, Ind., Aug. 23, 1932. Characterized by the deep rich golden color of the major portion, its fragrance, long and stiff stems, and the pointed shape and long length of its buds.

No. 21—Cerise Rose, to Earl H. Mann, to E. G. Hill Co., Richmond, Ind., Aug. 23, 1932. Characterized by its deep cerise pink bloom, with a yellow base at its petals, its large and pointed buds, its sweet scented spicy fragrance, its long and strong stems, and its prolific production of blooms.

No. 22—Rose, to Chas. N. White, Medina, N. Y., Aug. 23, 1932. Fragrant, semi-double hybrid tea rose, characterized particularly by its amber yellow color, its vigorous growing habits and relative freedom from thorns.

No. 23—Rose, to Robert Lee Catron, to E. G. Hill Co., Richmond, Ind., Aug. 23, 1932. Characterized by its bloom being brilliant cerise in color, having a delicate and attractive fragrance of long duration, and in which the petals are unusually prolific and of very large size.

No. 24—Carnation, to William Sim, Saugus, Mass., Aug. 30, 1932. Characterized by a bronzy yellow color suffused with pink and with a white edge.

No. 25—Hybrid tea rose, to Wallace R. Pierson, Cromwell, Conn., August 30, 1932. Characterized chiefly by its golden yellow color, full petalage, stems free of spines and thorns, and semi-glossy leaves.

No. 26—Strawberry, to Bert W. and Bud H. Keith, Sawyer, Mich., Aug. 30, 1932. Characterized by its conic to large conic shape, its firmness, and its fine canning qualities.

No. 27—Mushroom, to Louis F. Lambert, Coatesville, Pa., Sept. 20, 1932. Characterized by a white cap with floccose scales oxidizing to a pale buff or golden tint.

No. 28—Rose, to Walter D. and Josephine D. Brownell, Providence, R. I., October 4, 1932. Characterized by the golden yellow color of its petals, the form and size of its bloom, its stiff long stem, the intense fragrance, and its remontant and everblooming habit.

No. 29—Cherry, to Levi R. Taft, East Jordan, Mich., to Stark Brothers Nurseries, Louisiana, Mo., October 4, 1932. Characterized by the lateness of ripening period of its fruit, as shown.

No. 30—Cherry, to Levi R. Taft, East Jordan, Mich., to Stark Brothers Nurseries, Louisiana, Mo., October 4, 1932. Characterized by the earliness of the ripening period of its fruit, as shown.

No. 31—Peach, to Maurice A. Blake, New Brunswick, N. J., to New Jersey State Agricultural Experiment Station, New Brunswick, N. J., October 11, 1932. Characterized by the self fertile peculiarity of its flower, and the white fleshed characteristic, the color and ripening season of its fruit, as shown.

No. 32—Freesia, to Gerald Hew Dalrymple, Southampton, England, to C. J. Van Bourgondien, Babylon, N. Y., October 11, 1932. Characterized particularly by the "lavender-mauve" color and large size of its blossoms, the large number of blossoms per spike, four blossoms open at a time, and ample foliage of a light green color.

No. 33—Hybrid Tea Rose, to Paul M. Pierson, Ossining, N. Y., October 11, 1932. Characterized particularly by its rose to rose-red color as distinguished from the rose pink to deep rose pink color of the somewhat similar variety known as Briarcliff.

No. 34—Carnation, to Abner B. Shaw, North Dartmouth, Mass., to Stephen E. Shaw, North Dartmouth, Mass., October 11, 1932. Characterized particularly by its deep pink or red color tones, its large size and almost perfect form, its strong stem and calyx cup which prevents bursting, its vigorous growth and freedom from disease.

No. 35—Carnation, to Russell Engle, Kokomo, Ind., to Thomas L. Knipe, Kokomo, Ind., October 18, 1932. Characterized by unusually large flowers, the petals of which are generally a rich cream in color and streaked and tinged with flame and with pink.

No. 36—Dahlia, to Jessie J. Broomall, Eagle Rock, Cal., to Charles G. Reed, Lawrence, Mass., October 18, 1932. Characterized by its white bloom having distinctive greater dimensions diametrically and axially and all parts of the bloom having relatively proportionate dimensions.

No. 37—Carnation, to William Sim, Saugus, Mass., October 25, 1932. Characterized particularly by the intense deep pink color of its blossoms, their full and almost perfect formation, delicate fragrance and extraordinary keeping qualities; and by the vigorous growing habits of the plant and its ease of reproduction due to the unusual growth of side shoots.

No. 38—Rose, to Matthias Leenders, Teyl, Netherlands, to Jackson & Perkins Co., Newark, N. Y., October 25, 1932. Characterized by the bronze color of the flower, the length of the bud, and its prolific habit of growth as shown and described.

No. 39—Brambleberry, to Percy W. Meredith, Oregon City, Ore., October 25, 1932. A new variety of brambleberry substantially as shown and herein described. (Herein meaning in the patent papers).

No. 40—Thornless barberry, to William Sutherland, Boulder, Col.; to Stark Bros. Nurseries, Louisiana, Mo., Nov. 8, 1932. Characterized particularly by the absence of spines and the intense scarlet color of its leaves, as herein shown and described.

No. 41—Cherry, to Luther Burbank, deceased, to Elizabeth W. Burbank, executrix, Santa Rosa, Cal.; to Stark Brothers Nurseries, Louisiana, Mo., Nov. 8, 1932. Characterized by its vigor of growth, the toughness of its wood, and the large size and absence of susceptibility of cracking and rot of its fruit.

No. 42—Grape, to Herman J. B. Wiederkehr, Altus, Ark., to Stark Bros. Nurseries, Louisiana, Mo., Nov. 8, 1932. Characterized particularly by the early ripening, exceptionally large size, and superior quality of its fruit, as herein shown and described.

No. 43—Freesia, to Edward A. Manda, East Orange, N. J., Nov. 8, 1932. Characterized by its long pure white, gracefully tapering perianth and flat opening floral segments.

No. 44—Freesia, to Gerald Hew Dalrymple, Bartley, Southampton, England, to C. J. Van Bourgondien, Babylon, N. Y., Nov. 22, 1932. Characterized particularly by its large orange colored flowers, profuse growth and blooming habits and rapidity of reproduction.

No. 45—Rose, to Emile J. LeDuc, Danville, Pa., Nov. 29, 1932. Characterized particularly by its large, strong, almost thornless stems, the very dark crimson scarlet shading of its flower and the maintenance of the persistency of these characteristics.

No. 46—Strawberry, to Oliver C. Cordrey, deceased, Salisbury, Md., by Hannah E. Cordrey and Eastern Shore Trust Company administrators, Salisbury, Md., and Ernest W. Townsend, Salisbury, Maryland, assigned to Ernest W. Townsend, November 29, 1932. Characterized by its heavy plant growth, strong producing qualities, its early ripening of berries of superior color and shape, and having a distinctive, sprightly, aromatic flavor.

No. 47—Pecan, to William H. Brake, Rocky Mount, N. C., November 29, 1932. Characterized particularly by its extraordinarily thin shell, its regularity of shape, its plump kernels of good flavor, its superior cracking-out qualities, its regularity and sureness of fruiting and its relative freedom from diseases.

No. 48—Plant or rosebush, to George B. Hart, Brighton, N. Y., December 6, 1932. Characterized by having roses in which the outside base of the petals is of light cadmium yellow in color, blending into alizarine pink, the inside of the outer petals being rose colored veined with Tyrian rose and the inner petals being eosine pink in color suffused with rose Tyrian, as shown.

No. 49—Rose, to Nicholas Grillo, Milldale, Conn., December 20, 1932. Characterized particularly by its large white flowers having conical or pointed centers, often slightly suffused with pink.

No. 50—Rose, to James Didato, Middlesex, N. J., December 20, 1932. Characterized particularly by its reddish-pink buds, opening into a yellow flower with pink-tipped outer petals.

No. 51—Peach, to W. F. Ramsey, Okanogan, and Andrew T. Gossman, Wenatchee, Washington, December 20, 1932. Characterized particularly by higher coloring, better flavor, almost entire absence of fuzz, firmer flesh and superior shipping qualities.

AMERICAN NURSERYMAN ---- February 1, 1933

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce engravings relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. Engravings will be made from photographs at cost.

Advertising—Last forms close (semi-monthly) on the 10th and 25th of each month. If proofs are wanted, copy should be on hand one week earlier.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the cariot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for $2.00 a year; Foreign $2.50 a year; Canada $3.50 a year. Single copies of current volume, 15c; of previous volumes, 25c.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Cooperation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammeled in its absolutely independent position and rates the welfare of the Nursery Trade above every other consideration.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

L. M. GEMINDER
General Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,
Rochester, N. Y.

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DIRECTORY OF NURSERY TRADE ASSOCIATIONS OF AMERICA

American Association of Nurserymen—Charles Sizemore, Secy., Louisiana, Mo. July 18-20, 1933, Chicago, Ill.

Alabama Nurserymen's Association—H. A. Pauly, Secy., Birmingham.

Arkansas Nurserymen's Ass'n.—W. M. Moberly, Secy., Sulphur Springs. Aug. 1933, Fayetteville.

California Assn. of Nurserymen—Henry W. Kruckeberg, Secy., 340 S. San Pedro St., Los Angeles, Cal. Sept. 1933, Oakland, Cal.

Connecticut Nurserymen's Association—A. E. St. John, Secy., Manchester.

Eastern Canada Nurserymen's Association—Chas. K. Baillie, Secy., Box 158, Welland, Ontario.

Eastern Nurserymen's Association—Russell Harmon, Stroudsburg, Pa.

Fruit and Flower Club of Western New York—W. R. Welch, Secy., Geneva, N. Y.

Illinois Nurserymen's Association—Miles W. Bryant, Secy., Princeton.

Iowa Nurserymen's Association—C. C. Smith, Secy., Charles City.

Long Island Nurserymen's Association—Clifton Sammis, Secy., Huntington, L. I. Hold monthly meetings.

Ass'n of Kansas Nurserymen—Charles Scott, Secy., Topeka. Sept. 1, 1933, Lawrence.

Kentucky Nurserymen's Association—Alvin Kidwell, Secy., Sparta.

Massachusetts Nurserymen's Association—Winthrop H. Thurlow, Secy., West Newbury.

Michigan Association of Nurserymen—N. I. W. Kriek, Secy., Lansing.

Minnesota Nurserymen's Association—W. T. Cowperthwaite, Secy., 20 W. Fifth St., St. Paul.

Mississippi Nurserymen's Association—M. B. Allen, Secy., Lilydale Nurs., Long Beach.

Missouri Nurserymen's Association—William A. Weber, Secy., Affton.

Nebraska Nurserymen's Association—Ernst Herminghaus, Sec'y., Lincoln.

New England Nurserymen's Association—W. N. Craig, Secy., Weymouth, Mass.

New Jersey Association of Nurserymen—Fred D. Osman, Secy., New Brunswick.

New York Nurserymen's Associaton—Charles J. Maloy, Secy., Rochester.

Northern Retail Nurserymen's Association—H. G. Loftus, Secy., 19 Arthur Ave. S. E., Minneapolis, Minn.

Ohio Nurserymen's Association—G. Walter Burwell, Secy., 4060 E. Main St., Columbus.

Oklahoma Nurserymen's Association—Mrs. W. E. Rey, 5310 Belle Isle Ave., Okla. City.

Oregon Nurserymen's Ass'n.—Eldon Dering, Secy., Peterson & Dering, Portland.

Pacific Coast Association of Nurserymen—C. A. Tonneson, Secy., Burton, Wash. July 1933, Centralia, Wash.

Pennsylvania Association of Nurserymen—H. L. Haupt, Hatboro, Pa.

Rhode Island Nurserymen's Association—V. A. Vanicek, Secy., Newport.

Rio Grande Valley Nurserymen's Assn.—H. L. Bonnycastle, secy., Mercedes, Tex.

Rocky Mountain Nurserymen's Assn.—Chas. C. Wilmore, Secy., Box 382, Denver.

South Dakota Nurserymen's Association—J. B. Taylor, sec'y., Ipswich.

Southern Alabama Nurserymen's Ass'n.—W. H. Pollock, secy., Irvington.

Southern California Nurserymen's Ass'n.—Chas. N. Keiter, Secy., 159 So. Balm Dr., Beverly Hills, Cal. Hold monthly meetings.

Southern Nurserymen's Association—W. C. Daniels, Sec'y., Charlotte, N. C. Aug. 1933, Jacksonville, Fla.

South Texas Nurserymen's Ass'n.—R. H. Bushway, Secy., 304 McGowen Ave., Houston.

Southwestern Nurserymen's Association—Mrs. Thomas B. Foster, Secy., Denton, Tex.

Tennessee Nurserymen's Association—Prof. G. M. Bentley, sec'y., Knoxville. December, 1933, Nashville.

Twin City Nurserymen's Association—J. Juel, secy., Hoyt Nurs., St. Paul, Minn.

Virginia Nurserymen's Association—W. N. Roper, Secy., Petersburg. Aug. 14, 1933, Alexandria.

Western Association of Nurserymen—George W. Holsinger, Secy., Rosedale, Kan.

Western Canada Nurserymen's Association—T. A. Torgeson, Sec'y., Estevan, Sask.

Wisconsin Nurserymen's Association—M. C. Hepler, sec'y., Pardeeville.

The Nurseryman's Forte:
To Make America More Beautiful and Fruitful

AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

The Chief Exponent of the American Nursery Trade
National Journal of Commercial Horticulture

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WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES—BYRON

Vol. LVII **ROCHESTER, N. Y., FEBRUARY 1, 1933** **No. 3**

"Lest We Forget" Says President Bjornsen Loss

Northern Retail Nurserymen Reminded of Necessary Changes That Should Be Made in Their Business—Closer Cooperation the Strong Link

1932 is behind us with its trials, disappointments and lessons. Personally I do feel that out of this depression our business will emerge, purged of many of those parasitic diseases, that in the past have sapped its vitality. Lest we forget, permit me briefly to enumerate some of the things that I firmly believe you, as well as I, have decided to change in the future conduct of our business.

The agency business after all, in spite of what has been said in the past, must and will remain the main source of distribution. Because of the character of the goods we handle and because of the service which this character necessitates the personal contact between the planter and grower can and should never be eliminated. But certain precepts must be recognized as fundamental requisites before the agency business will prosper.

We must adopt a candid honesty toward our salesmen as well as toward the public. We must decrease the present sales costs, and increase the earning power of our men through increased protection, through better training, professionalize them if you please. A highly developed sales organization then will mean something. We must put more effect into quality than into quantity, and we can then afford to do it.

We shall have to adopt and follow religiously a stricter standard of grading and packing. We shall have to have a better understanding of costs, not with particular reference to sales prices, but rather with reference as to what to grow and what not to grow. There must be more science in our work, both as to selection of varieties and as to manner of building our goods. Our distribution must be more orderly, perhaps with clearer defined methods and some sort of police power to regulate these. This is necessary in order to protect the public. It can be done by prudent legislation, and I think we have come to realize the "fly-by-night" sales methods are just as disastrous as that kind of distributors.

A closer cooperation between the firms is necessary. We must have faith in each other. Lack of this has cost us dearly in the past. Let us profit by this lesson. But above all there has come to us a realization that our competitor's business is our own. That, in the eyes of the public, you and I are responsible for the trade in its entirety. If one of us falls down, we all must suffer.

I can see little future for those that have failed to learn these lessons. If we fail to heed them only then will the wounds of this depression fail to heal. I predict that those that profit by these lessons, in the not very distant future, will have reason to thank the providence which sent this depression of 1930, 1931 and 1932.

We are all facing an economic revolution. Working conditions, wages, laborers' protection, banking system, international trade, tax methods—all of these within the next ten years will undergo changes that will materially affect us all. We are living in a transitory, political period, and it behooves us all to stand solidly together for the good of ourselves and the country.

Some very earnest attention should be paid to the proposed legislation this coming winter. Some very far-reaching bills are to be introduced this year, not only in Minnesota, but also in Wisconsin and other states. We should look carefully into the merit of these bills. We have observed with alarm the increased activities in business of our state and federal government. Unless some constructive thoughts are given to this manner, our business may suffer severely. Fortunately for us and the business as a whole both the public and the legislators have come to realize that the government should not compete with private business. The stage is all set for a vigorous action by us against these governmental activities in business.

Particularly do I view with alarm the long groping hands of the Universities of our land. Their business should be that of teaching and research work. When they engage in the business of teaching publically, cooperative buying of every day necessities, when they go out and advise financial investments, when they through their many branches engage in selling commodities, then I think we should say stop.

Finally, and again, let us have faith in each other. Be charitable; let us work together; if we do, nothing can stop us. Let us live up to the wonderful morals of our inspiring work. Cheerful, optimistic and clean.

High Freight Rates

From the Traffic World

To the Editor:

Do the following figures throw any light on what is the matter with American business? They are taken from the forty-fourth annual report of statistics of American railways published by the Commission:

All Railroads in United States

Year ending	Revenue dollars	Revenue tons	Per ton
June 30, 1914	3,127,729,588	2,002,025,830	$1.56
December 31, 1930	5,356,483,927	2,179,014,863	2.46
Per cent of increase	71%	8.8%	57.6%

The per ton cost of handling freight is higher now than in 1930, due to emergency charge of 1932. The value per ton of the merchandise at shipping point is somewhat lower than in 1914, but it costs the country annually two billion more gross dollars to pay the freight.

Ponder over these figures and see what conclusions one reaches. It only takes a little common sense to know what is the matter. What I can't figure out is why those responsible both in our government and in the railroads are trying to do a totally impossible job—that is, save a capital structure, a wage structure, and an executive structure that either can or will not adjust to present conditions. The country cannot pay present freight charges and this fact is clearly demonstrated.

Unemployment will gradually increase until there is a drastic cut in transportation charges, so someone has recently predicted. Furthermore, it is a reasonable certainty than an announced and effected cut of 20 to 25 per cent in freight charges will instantly stimulate buying and that even the securities of the roads, after a short sag, will start upward.

Are we going to monkey around all through 1933 trying to preserve from the top down, or are we going to get to work and build from the bottom up?

The Hickory Clay Products Co.
By Cloyd W. Miller
Cleveland, O., Dec. 13, 1932

Jap. Beetle Quarantine Amended

An amendment to the Japanese beetle quarantine regulations has been announced by the U. S. Department of Agriculture, effective January 23, under which two changes are made in the boundaries of the regulated area. The first is adopted at the request of the authorities of Pennsylvania. Under it, five entire uninfested counties and parts of two additional uninfested counties, which had been included within the regulated area under the recent revision, are placed outside. This territory adjoins Erie County, the omission of which from the regulated area had already been announced. The object of the removal is to provide additional protection for the fruit-growing area of Pennsylvania adjoining the regulated area. It provides a wider area or protective zone where free movement of infested products is prohibited.

Under the revision as now amended, the area in Pennsylvania regulated on account of the Japanese beetle includes the entire state except Crawford, Erie, Forest, Mercer, Venango and Warren counties, Mercer township in Butler County, and Ashland, Beaver, Elk, Richland, Salem, and Washington townships, in Clarion County.

The second change consists in the addition of one election district (No. 16) in Wicomico County, Maryland, which had inadvertently been omitted from the published description of the quarantined area.

State's Nursery May Be Dropped—The fate of California's state Nursery at Davis is uncertain, due to the fact that the $9,000 needed to support the Nursery has been stricken from the board of forestry's budget for 1933. The forestry board states that since most of the trees grown there are used for highway beautification, the highway commission should support the Nursery. However, the highway division shows no enthusiasm at assuming the new burden on tax funds.

Rhode Island Association Elects

Annual meeting of the Rhode Island Nurserymen's Association is scheduled for February, at the Biltmore Hotel, Providence. Dr. Walter H. Snell, of the Department of Botany, Brown University, will be the principal speaker, addressing the members on the subject of Diseases and Insects of Trees and Shrubs.

Reforestation, Roadside Planting, License Tax

Featured on Program of New York Nurserymen's Convention—Important Legislative Resolution Adopted—Membership Dues Reduced by $5.00 Refund

THE annual mid-winter convention of the New York Nurserymen's Association was called to order in the Plant Science Building at Cornell University, Ithaca, by President Charles O. Warren of Geneva, on January 25. It might have been a mid-winter convention, but it felt and looked like a day in early spring. After being welcomed to the State College of Agriculture by Prof. C. J. Hunn who, with Donald Wyman, did all in their power to make the Nurserymen feel at home and to make the meeting a success (the convention being held for the first time in connection with the Nurserymen's Annual Conference at Cornell), Nurserymen stood in silence for a few minutes to pay tribute to two long-time regular attendants whom Death had claimed during the year—John T. Rice, Rice Brothers Co., Geneva; and Ralph T. Olcott, Dean of Nursery Trade Journalists and founder of "American Nurseryman".

Following the secretary's report, President Warner delivered his address which was full of "meaty" suggestions for the Nurseryman, showing that he was well aware of the Nurseryman's problems, as they are today. President Warner emphatically stated that cut-throat competition does not fill the Nurserymen's pockets. (His address appears on another page.)

Acting on one of the suggestions in President Warner's address, motion was carried to the effect that the newly elected executive committee, if it deemed it wise, should make refund to the members of $5 on membership dues. This action to be taken with the idea that the membership might thus be very materially increased. Out of well over 600 Nurserymen in the state of New York, there certainly should be a much larger percentage of members in the state association.

Morris Dee of the retail committee said that there was nothing to report at this time, as the committee had been unable to get together. Chairman Carey of the rabbit committee when asked for his report said: "We have no rabbits," which certainly was brief and to the point.

Vote For License Fee

Paul Fortmiller presenting the report of the legislative committee for Mr. Perkins said: "Last year there was appointed a new commissioner of agriculture at Albany, Charles A. Baldwin, who succeeded Mr. Pyrke. During the year Commissioner Baldwin came to the president of our association and told him that there was agitation in Albany to reduce the expenses of the various departments and that each department had been requested to recommend ways and means whereby funds might be collected through the activity of that department to help defray the expenses. In making a survey of the Nursery industry it was found that in a good many other states certification was charged for. A fee was charged for the granting of certificates to Nurserymen and dealers. Mr. Baldwin said that it was apparent that his department would have to do something but that he didn't want to make any new rules and regulations with reference to such fees without talking to the Nurserymen.

"The legislative committee met and took the position that they didn't exactly wish to comply with the request of Mr. Baldwin as to what they should be taxed. Nurserymen don't want to be asked to be taxed! But since such a tax seems to be necessary the legislative committee, at a meeting on December 29, framed the following resolution:

"Resolved, that if license fees are necessary this association favors the suggestion of Commissioner Baldwin that the annual fee for inspection of Nursery stock be $10 and that payment of this fee be required before the issuance of certification.

"Resolved, that all dealers in Nursery stock shall be required to pay a license fee of $2.00 before receiving a dealer's certificate and that such certificate shall be prominently displayed in each place of business of such dealer.

"Resolved, that we do not favor the suggestion that the dealer's certificate should mention the source of supply."

At the suggestion of the legislative committee that some action on the recommendation be taken at the annual meeting, the association voted to adopt the resolution. It was the Nurserymen's interpretation that those fellows who dig trees in the woods and sell them along the road, are dealers and should pay the $2 license fee. Also that farmers who dig trees growing naturally on their land and take such stock to the cities for sale, are really dealers in Nursery stock. Also such stock should carry a certificate of inspection, as well as that grown in Nursery row.

DONALD C. BROWN, Rochester, N. Y.
Newly Elected President of the New York Nurserymen's Association

One member present said that if the Nurserymen must pay a certification fee, Nurserymen so doing should be offered protection, such as protecting trucks on the highways bearing such certification tags. It was reported that Director Van Buren, of the N. Y. Department of Agriculture and Markets, found policing the movements of trucks a difficult problem but that his department was doing all they could to see that truck loads of Nursery stock coming into New York state from other states bore properly filled out tags of certification.

The question regarding the status of the landscape gardener, whether or not he should be classed as a dealer, was answered by the interpretation the state department makes of the word "dealer"—"anybody growing less than 25% of the stock they sell, is a dealer."

It was regretted that Harold B. Tukey could not attend the meeting, since he had not missed a convention of the New York state association since his connection with the Experiment Station at Geneva. Mr. Tukey, who has been ill for several weeks, was represented by Mr. Brase who presented his address on "What Shall the Budding List Consist Of?"

Dr. L. H. Bailey Speaks

Dr. L. H. Bailey addressed the Nurserymen at the afternoon session, answering the question "Will the Nurseryman of the Future be Merely a Specialist?"

He said nobody knows whether the Nurseryman of the future will be a specialist, or not. The tendency of life and affairs is toward narrow specialization, necessitated by the increase of knowledge, development of markets for particular products, and competition in trade. At the same time, said Dr. Bailey, the Nurseryman needs to have a broad view of his field, be increasingly a man among men, be prepared to shift his business somewhat as changes may come and to meet more than one market.

"Our troublesome times," asserted Dr. Bailey, "are challenging everything. We are beginning to question whether the acquirement of high technical skill is incompatible with broad knowledge and comprehensive outlook. The speaker thinks there is no essential incompatibility, but we may have to modify educational processes. A person closely trained in a specialty should be well qualified to turn quickly to a related specialty if at the same time he has developed a useful outlook on his class of business as a whole; in any cognate line his training should make him promptly adaptable.

"It is certain that plant resources will multiply. New plants are constantly appearing, not alone new horticultural varieties but kinds or species yet little known in cultivation. The Nurseryman should definitely welcome these introductions and make their acquaintance. There will be increased demand for other things than standardized products, if for no other reason than just because they are not standardized, although it is to be expected and hoped that the standard production will also be maintained and increased. The question is whether there should not be a definite effort to interest the public in variety while we also keep all the gains of the present? Not only Nurserymen individually but the organizations can be effective in this direction. Only a small part of the plant world is yet available to the cultivator.

"Here is a problem of education in the broad sense. Have we come to the time, in human affairs, when we can be specialists and yet consciously maintain the expansive human interest? And is competition in cost and price to be the commercial method of the future?"

Nurserymen as a group have made outstanding contribution to the public good, and Dr. Bailey tried to impress his hearers with the idea that larger service is ahead of them. The Nurseryman will undoubtedly hold his specialty but the Nursery field will naturally broaden.

Dr. Bailey devoted some time discussing nomenclature, stating that many nomenclature problems as brought up by Nurserymen are not a question of nomenclature at all but problems of identification. He presented very specific instances to prove his point. Dr. Bailey advised that a new book by him is soon to appear, on Conifers, and that it was written mainly with the idea of confusing the Nurserymen, which he believes he has succeeded in doing. Undoubtedly publication of this new book on Conifers will be awaited with much interest.

State Reforestation

W. G. Howard, Superintendent of lands and forests of the N. Y. State Conservation

(Continued on page 45)

Mid-Western Nurserymen Hold Similar Opinion

Special Garden Displays at Nurseries Indorsed as Trade Boosters—Prospects For a Good Spring Business Looming on the Horizon

Northwest Nursery Company

Situated in southeastern North Dakota, at Valley City, sixty miles straight west of Fargo where the main line of the Northern Pacific and the Soo-Canadian Pacific crosses, giving access to two transcontinental railroads to the east and west coast. The Nursery is situated in a rich flood plain at 160 feet below the prairie. The prairie level Northern Pacific high line crosses the valley above the Nurseries. Travelers driving across the prairie on highway No. 10 wonder where Valley City is located, when suddenly the picture of the entire Sheyenne Valley with its city and Nursery gardens is spread before them.

"This flood plain soil of rich silt loam is ideal for Nursery work," says General Manager E. C. Hilborn. "The land is slightly higher at the river's edge making irrigation very simple. Along the head of our fields run 3" pipes connected with electric motors and it becomes easy to run streams of water down the Nursery rows when needed."

The Northwest Nursery Co. is primarily a retail organization. Its agents work the farms of five northwestern states during the summer months and the cities during the winter and fall. The most important part of their work is landscape gardening department. Plans are furnished for homes and parks throughout these states. They operate entirely through salesmen. Wholesale business is done only on a few items for which they are especially well suited. Forest trees, western evergreens, Rugosa roses and Chinese Elm cover their trade list.

The Nurserymen of the United States are given a special invitation when making their vacation trips to the west coast over the best highway, viz., No. 10, to plan a stopover at Valley City. "The latchstring is out to all our brethren," says Mr. Hilborn.

Falls City Nursery

Falls City has been a center for the Nursery business in southeastern Nebraska since 1895. The late A. J. A. Spafford, who was proprietor of the Falls City Nursery, was a recognized authority on trees and plants especially adapted to that section of the country, and a pioneer in introducing new forage plants and new fertilizing methods.

The Falls City Nursery carries a general line of Nursery stock, but has always specialized in fruit trees and small fruits. The business is being conducted by L. L. Spafford, son of the late proprietor, who is retaining the high standards for which the Nursery has always had an enviable reputation.

"The mid-west territory," says Mr. Spafford, "is all essentially agricultural and until the farm situation is relieved, the Nursery business, like all other lines, cannot expect any great volume of business. However, certain lines have continued to bring in satisfactory returns, even in these times. The Nursery expects to have a full line for its customers this spring as usual."

The Weber Nursery

Was started in 1876 by Henry J. Weber, after a number of years of training in the Samuel Bayless Nurseries which was the only Nursery in St. Louis at the time.

In 1903 a corporation was formed taking in the oldest son, Frank A. Weber. Later on four more sons were taken into the business. The corporate name is H. J. Weber & Sons Nursery Co. Two hundred acres are devoted to the growing of a general line of Nursery stock.

This business has changed with the times and is now largely in the retail and landscape business. They are doing a nice business in and around St. Louis. Fall sales were reported far below past years.

"The over-production of Nursery stock, coupled with the demoralizing prices," says Secretary William A. Weber, "caused by a number of Nurserymen shipping consigned goods to our already over-produced market, has had a demoralizing effect on last year's business.

"We are of the opinion that after the surplus has been reduced we will see an improvement in conditions. What this country needs is more work so that the laboring man may earn money to buy our goods."

Marshalls Nurseries

The well-known Marshall Nurseries were started in the spring of 1887 by Chester C. and George A. Marshall, the first planting being done on their farm two miles east of Arlington. These boys came from Ohio a few years earlier, and the open prairies of Washington County and eastern Nebraska impressed them as a great field for the sale of Nursery products. The wide variation in native forest trees and wild fruits growing along the streams, as well as the generous numbers of kinds and varieties of trees, fruits, and plants set by early settlers, indicated that eastern Nebraska was adapted to horticulture in its several branches.

In 1890 H. W. Marshall was added to the firm and in 1907 a fourth brother, C. C. Marshall, also joined the partnership. In 1916 the business was incorporated under the name of Marshalls Nurseries, the Marshall family retaining the larger part of the stock and the general management. E. W. and Vernon Marshall and Chas. W. Andrews are also prominently identified with the Nurseries.

Scene at the Northwest Nursery Company, Valley City, N. D.

The company ships all over the United States, with heavy trade from Nebraska Iowa and South Dakota. Thirty to thirty-five trained Nurserymen are employed throughout the year, and twenty-five to thirty-five additional men are needed during the digging and shipping periods in fall and spring.

The elevation and soil at Arlington seem particularly adapted to the propagation and growing of Nursery stock, the soil being of the loess type, which produces heavy fibrous root systems, and solid, well ripened top growth, which means success in transplanting and renders the stock grown here a splendid advertisement in itself. A block of land is always retained strictly for experimental purposes, where new promising varieties are thoroughly tested out before being offered to the customers. The 400-acre Nursery at Arlington includes the main office and packing and shipping plant.

Recently a branch was established in Omaha to care for the Omaha trade. Here twenty-five acres are devoted to ornamental gardens, growing the choicest trees, shrubs and plants adapted to the region. Also located at Omaha are the new Glass House and Demonstration Gardens. The glass house is built in the form of a palm house, 42 x 101 feet, the center part of the building being covered by a shingle roof and the ends or hip part being covered with glass similar to greenhouse construction. In one end there is a conservatory and rock garden; in the other end a propagating room, and the center part is used for the display of all kinds of garden accessories, including pottery garden furniture, sun-dials, bird baths, etc. "The sale of this accessory material," says Chet Marshall, "has not been great but this nice display room in connection with some gardens which have been made as attractive as possible have attracted a great many people, especially on Sunday, and it has been quite an advertisement for our Nursery in eastern Nebraska.

"Our business has been very slow during the past year. We are still maintaining our sales force to almost its full personnel and we are doing some business. We look with confidence to the future from the fact that there seems to be more interest in home planting that at any time during our experience with this business during the past 45 years. It is a question of being able to buy that is preventing good Nursery business at present. There is also going to be more home planting during the next few years if the farmer can improve his buying power some, even a very little. Home owners are thinking more of the fruit garden and the orchard than they have for a number of years."

Marshalls grow a complete line of hardy trees and plants, including fruit trees, shade and ornamental trees, garden fruits, shrubbery, roses and perennial plants.

The Marshalls have always been active in horticultural development projects in Nebraska and adjoining states. George A. Marshall has served the Nebraska State Horticultural Society four times as presi-

(Above) A block of Moline Elm, and (left) Spiny Greek Junipers growing in Marshalls Nurseries, Arlington, Neb. (Right) Garden furniture display at Omaha Glass House.

dent. Chet G. served the same organization four years as president and secretary. Both have been president of the Western Association of Nurserymen as well as members of the executive board for a number of years. George A. Marshall served several years on the executive board of the American Association of Nurserymen and was president of that organization in 1926. Both have served on the executive board and as president of the Retail Nurserymen's Association. Chet G. Marshall was first president of the Nebraska Association of Nurserymen and a member of its executive board since its organization. Vernon Marshall is at present president of the Nebraska State Horticultural Society and vice president of the Western Nurserymen's Association.

North Platte Nurseries

"Our Nurseries at North Platte, Nebraska, are located in a territory with comparatively few native and few planted or cultivated trees, outside of the larger cities," says a representative of the company. "We were practically forced, through our greenhouse and floral contact with farmers, ranchers and prospective tree planters, to enter the Nursery line, which we did, first in a small way and gradually increasing our business to meet the demand of the ever-gaining volume of customers. We find today that we have educated our people to buy at home, since in doing so we can supply them with the stock at the time they decide to buy. We find them an important factor—to be able to take care of the customers while they are in a buying mood. We have on hand at all times any merchandise they may desire, from the lily pool to the orchard or stock for the windbreak in the meadow.

"We find that during these depressive times people demand more consideration and attention than ever before. We are sacrificing elsewhere and keeping valued employees to assist our customers, by inspecting the soil, the location, etc., and advising them of the proper merchandise to buy for the settings they wish to beautify, and to guard against selling them the stock that will not stand their abuse. Pardon the word "abuse" but that is really the word that fits the Nurserymen's biggest problems of today. You can make your choice outstand theirs by taking a little time to sketch them a rough landscaping whereby you can fill in the stock best suited to location and soil. By so doing, both the firm and the planting will benefit, and you will have gained a lifelong customer.

"We keep up our Nursery tract in such condition that we are always proud to take customers right out on the grounds to do their own selecting if they so desire. We are especially proud to show them our wonderful showing of Chinese Elm which is the coming tree for general use. We can furnish this tree in any size or quantity.

"We are enjoying a nice business in our floral and greenhouse departments, and are anticipating a nice spring business in the Nursery line as we already have on file many orders for spring delivery. In other words, we feel that we are today reaping the reward for our past years of service, dependability and special efforts to please customers at all times, regardless of whether the order was for 15c worth of stock or for $500 worth. We have always stood back of our merchandise, even though there was no profit in the end, the profits going into replacements. We now know that we are surviving the conditions of today because of our efforts of yesterday and the many past years. Our advice to all, as a result of our experiences, is not to be afraid of extending every courtesy to customers, as that alone will do much toward building up a business that will endure."

Markle Vineyards and Grape Nurseries

Located at Lawton, Oklahoma, have been growing grapes for over forty years. "Better Grapes Don't Grow" is the slogan of the company. This concern is growing over 100 varieties of grapes. They not only grow grapes and vines but also supply thousands of cuttings for other Nurseries.

"Champion is the most profitable extra early grape," says J. G. Markle. "Moore's Early and Campbell are not a success here. Headlight is our best quality early. Moore's Diamond is a very fine white. Cloeta and Manito, both high yielders but not self fertile, very juicy and dark red. Niagara fine on thin land. Salem a fancy red, sells good. It is very large. Captain not self fertile, but heavy yielder, clusters over a foot long. Beacon large purple with heavy bloom, immense bearer, makes a high quality juice, clusters large, berry large. Hicks is a bigger and better Concord. Big Extra is the Southwest's one commercial grape. The Bulletin issued by the Experiment Station describes the Extra thus: 'Vine vigorous, cluster medium, size compact to moderately compact, berry medium size, color black, skin thin and tough, pulp medium, color of juice red, shipping quality excellent, storage quality good, season of ripening late mid-season, self-fertile, uses, table market and juice.

"Extra", Southwest's best commercial grape

It is one of the best all around grapes. It resembles Concord in appearance and general characteristics, though it yields much more and the vine is more vigorous.'

"Our experience," continues Mr. Markle, "is that we can't sell any other variety when folks come after grapes, if they see the Extra first. In fact that is the only grape we have that has put a crimp in the Concords shipped in here from Arkansas.

"Next in commercial importance in this section is the Edna, a fine late white, fancy clusters. Armalaga also a high quality white; then the Catawba, a dandy red. Carman fine on blow sand, no good on stiff soils as it will not stand a long drought. The Goethe a fancy table grape, very large pink, better on medium soil. Fern is a high quality purple grape, very sweet. And last, but not least, Last Rose, very high quality, extremely late grape, clusters very large and compact. We gathered a basket of these last year on the fourth of December and they are still good. We have failed to mention Concord because they would be among our second choice sorts; cracking of the skin and uneven ripening condemns them for us.

"While we have been growing grapes for market in Oklahoma for forty years, only the last ten years have we been growing the vines and making cuttings for other Nurseries. We get much enjoyment out of making up exhibits for state fairs. During the last eight years we have not lost a single blue or sweepstake ribbon at any of the state fairs where we have been allowed to enter our display."

Parsons Wholesale Nurseries

This Nursery was started in Labette County, Kansas, in 1870 by Lewis Williams and has run continuously ever since. In the early days the stock grown was fruit trees and Osage orange; they were being planted at that time in Kansas by the million. Since that time until the year 1918 the company continued to grow fruit trees, small fruits, etc., as well as a small line of ornamentals. From the year 1918 on the concern has been an ornamental Nursery, growing ornamentals only, taking in a full line of such shrubs, evergreens, shade trees, privets, etc., that would succeed in the great Southwest.

"Fifty-two years of the sixty-two," says E. P. Bernardin, "we have been located adjoining Parsons on the same piece of land. I bought Mr. Williams out in 1905 after having been associated with him for 16 years. This Nursery has been a member of the American Association as nearly as I can remember ever since that association was organized, and we helped to organize the Western Association over 42 years ago and have been a member ever since.

"We feel that inasmuch as we have been able to stay in business with all its ups and downs, surpluses and cheap prices these many years, we have done much more than many who started in 60 or more years ago. The business has been practically a wholesale business ever since it was started, although for a few years we ran a bunch of salesmen, from about 1890 to 1900.

"Giving you some idea of the growing of stock in this country in the early day: One year Mr. Williams planted a full carload of hedge seed and the people drove in for many miles for wagon loads of the seedlings for planting. The country about here still shows the effect of the hedge fences, as all our fences were hedge up to the time that barbed wire was invented."

Gates Nursery

The Nursery was started in the year 1925 at Rapid City, S. D., by E. A. Gates, a horticultural graduate of Ames, Iowa. The Nursery now comprises about 25 acres of land, one and one-half miles east of the city limits, and is still owned and operated by Mr. Gates. The Nursery grows a general line of Nursery stock suitable for that district and caters to the retail trade, doing considerable landscape work. The Nursery also collects native seeds and does some wholesale business. The sales area comprises mainly western South Dakota, northern Nebraska and eastern Wyoming. The business has shown a gradual upward trend until 1932 when it dropped off materially. However, while the gross sales were considerably less, more orders were received, covering a wider territory. The outlook for 1933 is about the same as for 1932. Mr. Gates expects to establish a sales and display ground on one of the principal thoroughfares in Rapid City

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View in 400-acre Nurseries of Marshall Brothers, Arlington, Neb., showing evergreen block containing approximately 200,000 evergreen trees. All varieties suited to that region are grown, including dwarf spruces, junipers and arborvitaes and the taller growing spruces, pines and cedars.

Quarantine Problems, Roadside Beautification

Important Discussions Hold Attention of Illinois Convention Attendants—Thorough Presentation of Elm Wilt Survey Induced Members To Pledge Support Thereto

[The following supplements our brief report of the Illinois Nurserymen's Convention (A. N. Jan. 15, pp. 20, 26) which was all that we could get in the January mid-month issue, because convention dates and press dates so nearly coincided.—Ed.]

COMMENT heard on various sides is to the effect that the officers of the Illinois Association were especially gratified to note the fine percentage of attendance by those who were present at the seventeenth annual convention, at the **business sessions of the organization.** On previous occasions it has proven a difficult task to induce convention attendants to leave the hotel lobby, the exhibition room and other attractions to listen to the speakers on the carefully prepared program. It was apparent that the attendants this year, though small in number, were determined to get full benefit of the usual line of valuable information promised by able speakers.

The keynote of President Becker's address (presented in full in January 15 A. N. at page 26) was avoid price-cutting. "No firm can exist," said Mr. Becker, "by selling below cost and those who do, will eventually drop out of the picture. Low prices are bound to effect quality—so we have the choice of growing stock down to a price or up to a quality." He stated empahtically: **"If we intend to stay in business, we must produce and finally figure cost plus profit or no sale."**

On Quarantine Matters

Albert Meehan, Chairman A. A. N. quarantine committee, made a very fine review of the entire quarantine and what Nurserymen could expect therefrom in the future. Mr. Meehan made special mention of the Japanese Beetle quarantine and the heavy burden this quarantine places on Nurseries in the regulated areas. In his opinion the beetle has not done $5 worth of damage in his section in the last five years, but the damage done to Nurseries because of the restrictions the quarantine imposes has been tremendous, he stated. Explaining the methods of trapping the Japanese beetles, which has been tried out so widely this past season, Mr. Meehan stated the traps drew the beetles from a wide territory and property that might be free of beetles before traps were placed would be found to attract the pests. He asserted that before many years passed the Japanese beetle will have spread into Illinois and adjoining states.

Mr. Meehan pointed out the trouble some effects following revocation of the Federal Corn Borer quarantine and the resultant state embargoes. He advocated the establishment of some uniform system of state certification, which would aid instead of retarding interstate commerce.

The Plant Inspector's Vineyard

John W. Miller, acting chief plant inspector of the Illinois Department of Agriculture, speaking on quarantine matters from the standpoint of the state inspection officials, told his listeners that if Nurserymen felt that federal quarantines on these major pests (Japanese beetle, corn borer, etc.) as they stand today were desirable and justifiable, there was just one thing to do and that was to bring enough pressure to bear on the proper authorities so that necessary funds to maintain and enforce the quarantines would be appropriated.

Referring to revocation of the corn borer quarantine, Mr. Miller said:

"When the Federal quarantine on the European corn borer was lifted there was only one recourse left to Illinois, and that was the corn borer proclamation as issued by Governor Emerson, which went into effect on July 27, 1932, and if the lifting of the Japanese Beetle quarantine should come to pass, at this time, similar action would undoubtedly by taken by the State of Illinois. As conditions exist today we would have no other alternative. When the Illinois Proclamation was issued on the European Corn Borer there was doubt as to how effectively the enforcement of this quarantine might be carried out. Even now we cannot say positively that it has been one hundred per cent effective, but I do know that every possible effort has been made by the Division of Plant Industry in its attempt to prevent the spread of this insect into Illinois. We are indebted to the State Highway Department for the valuable assistance which the state highway policy have rendered in helping to intercept trucks and other vehicles which have been found transporting produce into Illinois that is prohibited by the Corn Borer Proclamation.

"It should be borne in mind that the Japanese Beetle and the European Corn Borer quarantines are necessarily of a respective nature, quarantines which tend to retard the progress of the infestation. Such quarantines have their value in that they hold the pest in check until methods of control and eradication have been devised and until the growers in uninfested areas learn how to more effectively cope with the pest when it reaches into their territory. The unfortunate part of such restrictions is that they invariably work immense hardships upon the growers within the zone of early infestation. At the outset this zone of infestation is relatively small and the extent of the growers' market is correspondingly limited.

"We must not forget that today the effective administration of a restrictive quarantine is a much harder proposition than it was ten or fifteen years ago. Methods of transportation have multiplied along with the development of our system of hard roads a system which intersects our state in all directions. The successful guarding of these highways is a tremendous task, and the success of such restrictions depends largely upon the cooperation of the traveling public. Personally it seems to me that there can be no question but what Federal Regulation is the only plausible regulations on such major pests as the Japanese Beetle and the European Corn Borer, and I am convinced that we should bend every effort to see that the regulations pertaining to such pests be restrained by the Federal Bureau of Quarantine. Towards this end I think we should lend our aid and our cooperation to the fullest extent. If the present Federal quarantines on certain pests are not adequately holding these pests in check, a condition which has been stated as being true in the case of the Japanese Beetle, then we find ourselves confronted by a situation which may call for alterations and revisions, but it seems to me that this is still a problem of supervision for the Federal Bureau of Quarantines and I feel certain that it is the belief of the Illinois Division of Plant Industry that the regulation of such pests should remain in the hands of the Federal authorities. Just how this can be done is a problem that must be dealt with and its solution should be of interest to every Nurseryman in Illinois.

"As has been said before the adequate enforcement of a state quarantine in case of such pests as the Japanese Beetle and the Corn Borer is almost an impossibility. To safeguard all points of entry into a state situated geographically as is Illinois, would require such a force of men that the cost would be prohibitive. Moreover, the revoking of Federal supervision of such major pests at this time would lead to the establishment of state quarantines against infested areas and the resulting dangers which would likely arise from such procedure hold possibilities of antagonism that would plunge us into a situation that must be avoided if at all possible.

"With respect to the extension of the Phony Peach quarantine, we have hopes that the Federal hearing which was held at Memphis, Tennessee, on December 13, 1932, will gain favorable action and the solution of this problem will be such that it will be favorable for all the growers in the infected areas. At this hearing it was the concensus of opinion among Nurserymen and State Regulatory officials present, almost without exception, that the continuance and extension of this quarantine does and will continue an unwarranaed hardship upon the Nurserymen in the infested areas, that this disease can be effectively eradicated by a program of education, inspection and eradication without the quarantine regulations as they now exist. Such a program could probably be carried out by the cooperation of the Federal Government and the state officials.

"It is my belief that our major pests should be regulated in some manner by the Federal Bureau of Domestic Quarantines. I would urge that we cut our state quarantines to a minimum. If a part of our present domestic quarantines are not accomplishing what we hoped they would accomplish; if these quarantines are no longer justified, then let us revise our system in the light of present day knowledge. On the other hand, if they are justified, let us unitedly demand that they be retained and by all means let us avoid any unnecessary policy which will tend to create inter-state complications that will in the end throw added and unnecessary burdens upon the grower."

Committee on Quarantine

President Becker, in accordance with the sentiment of the convention, appointed a quarantine committee to meet with Mr. Meehan and to formulate plans in accordance with Mr. Meehan's suggestions as a result of his long experience with the subject. Miles Bryant, Princeton; A. H. Hill, Dundee, and Leonard H. Vaughan, Chicago, comprise the committee.

Freight Rate Situation

The freight rate situation, as outlined by Secretary and Traffic Manager Charley Sizemore (A. A. N.) was presented by W. C. Reed, Vincennes, Ind. (This appeared in A. N. Jan. 15, p. 27). Mr. Sizemore has accomplished a great deal for the Nursery industry in a short space of three months, in the matter of keeping transportation charges down. He expects to accomplish a lot more along similar lines within the next few months.

The "grievance" session, on the evening of the first day, was for members only—press representatives were barred therefrom. Only fellow Nurserymen learned of the secret trials and tribulations of their trade associates.

Second Day's Features

Dr. L. R. Tehon, botanist, investigating for the National History Survey of the State of Illinois on causes of and control experiments for the Elm Wilt Disease reported on the results of such investigations. He said causes of the trouble had been determined and experiments of various control measures had been undertaken. A fuller report of Mr. Tehon's work along this line will be given in a later issue of this journal.

Mr. Tehon asked the financial assistance of the association in continuing and extending his investigations of elm wilt. A resolution indorsing and granting his appeal was unanimously adopted.

The gist of the address on "Lessening the Tax Burden" by Prof. Simeon E. Leland of the University of Chicago, was an extension of credit so as to improve financial conditions.

Representatives of the "Century of Pro-

Officers for 1933

President—Arthur Palmgren, Glenview
Vice-President—Elmer Clavey, Deerfield
Treasurer—Ernest Kruse, Wheeling
Secretary—Miles W. Bryant, Princeton
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QUALITY stock is easier to produce when plants are kept free from injurious insects. Many such insects are controlled most effectively by spraying with a dormant spray oil.

Spraying with Dendrol Dormant Spray Oil has distinct advantages. Free-flowing, Dendrol may be used as late in the season as safe spraying weather lasts, even though the temperature is such as to cause most oils to thicken and handle with difficulty. It mixes in any kind of water and stays in emulsion. It remains stable, which is an important factor in securing a uniformly high kill of insects, and preventing injury to trees.

You can readily prove to yourself that Dendrol flows freely, even when other oils thicken; that it mixes almost instantly in any kind of water; that it remains stable — doesn't separate after mixing. Simply write for a free two-ounce bottle of Dendrol. Test it with other spray oils. When you write, we will send along directions for making these interesting and easy tests.

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Sprayed stock—Full foliage, live, vigorous growth and shapeliness made possible by controlling injurious insects.

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DENDROL PROVIDES UNIFORM AND ECONOMICAL CONTROL OF SCALE, RED MITE, ETC.

gress Exposition" discussed plans for horticultural exhibits at the World's Fair, and the value thereof to exhibitors.

A resolution was passed indorsing the Clarke-McNary, insofar as its provisions do not interfere with commercial Nurserymen, and after sections 4 and 5 of that act were repealed.

Roadside Beautification

Following the usual custom, at the last session of the convention garden club members were invited to hear the speaker who, on this occasion, was J. M. Bennett, Superintendent of Parks & Forestry of Wayne County (Detroit), Michigan. He spoke on "Landscape Development of the Roadsides." Mr. Bennett said, in part: "At the present time the business of landscaping the highways is in its infancy. Progress is slow for a number of reasons. The public must be educated to the advantages offered by proper appearing roadsides. Effective legislation must be enacted before encroachments can be eliminated and money must be appropriated before improvements can be made. * * * Laws enacted should provide for the planting, protection and care of all plants along the roadsides including funds for such purposes, the regulation and control of public utilities with respect to types and locations of pole lines and other structures, the elimination of all encroachments and, if possible, a zoning provision which would prevent undesirable structures on abutting private property.

"Many communities have followed the practice of securing trees and shrubs for roadside planting from the woods or fields. This is not an economical procedure. Only Nursery grown stock produced by competent Nurserymen should be used. Trees and shrubs grown in Nurseries are properly prepared for transplanting, the loss suffered is much less than from native grown material and the cost is also less. At the present time Nursery grown stock can be purchased at a minimum price and with the demand for employing labor at a reasonable rate, much work should be accomplished. In all phases of roadside development the cost of overhead and equipment is small, the largest item being that of labor.

"Proper and efficient methods of shipping, receiving, and handling Nursery stock must be employed to guard against loss. This can be accomplished by proper facilities and supervision in the field.

"After planting, all trees and shrubs must be properly maintained if they are to successfully serve their purpose. The enthusiasm for many worthwhile roadside projects seems to die with the planting. Unless provision is made for permanent maintenance, money should never be spent for planting. Few enterprises can survive neglect.

"All newly planted trees should be cultivated, fertilized, pruned to proper shapes typical of their species, protected from insects, and watered when necessary if they are to survive satisfactorily. The same care should be given shrubs to a somewhat lesser degree. As trees and shrubs become established the necessity for maintenance decreases until eventually all that is required is spraying and occasional trimming.

"The planting of flowers along the roadside is a desirable undertaking although it is of least importance. Unless a formal boulevard is considered only flowers which can be naturalized should be used. After trees and shrubs have become fully established and the public is completely educated to roadside beautification, flowers may be more successfully planted. Native flowering shrubs, however, are highly desirable.

"The desirable results to be obtained through the landscape development of the roadsides are no longer purely theoretical. Sufficient work has been done to prove that roads so treated have provided the motorists with the maximum of safety, comfort and convenience and they have added an untold amount of pleasure and enjoyment to automobile travel. Road users, however, are not the only recipients of benefits for communities are made more attractive and abutting property more valuable.

"As an example of what can be done, the following work represents the accomplishments of the County Road Commission of Wayne County, Michigan, where roadside development has been practiced since 1922: 65,000 trees, 1200 evergreens, 125,000 shrubs, and 30,000 perennials planted covering approximately 320 miles of improved roads; 280,000 square yards of sod placed; all newly graded areas along the roadsides and center parkways seeded; 1200 tree trimmings, 325 tree removals, and 1400 pole setting permits issued; 14 roadside comfort stations constructed (a fifteenth will soon be ready for public use); aprpoximately 30 miles of ornamental boulevard lights installed. All existing trees have been trimmed, spraying is practiced twice each year and all planted material is constantly cultivated during the growing season.

"Comprehensive programs of roadside development are now being carried out by the highway authorities in many states. Those leading in this work are: California, Connecticut, Maryland, Massachusetts, Michigan, New Jersey and Pennsylvania. Among other states in which work of this kind is also being done are: Florida, Illinois, Louisiana, New Hampshire, New York, North Carolina and Wisconsin. Some work is also being done in Colorado, Georgia, Indiana, Minnesota, Oregon, Vermont, and Washington. The province of Ontario, Canada, has been engaged in landscaping the roadsides for a number of years.

"Regardless of exceptions and the impossibility of realizing the perfect highway in a short time, much can be done to approach the ideal. Progress of any kind is a measure of success."

E. H. Baico of Lawrence, Kan., has been sent to Omaha, Neb., by the Inter-State Nurseries of Hamburg, Iowa, to broadcast their winter program over Station WAAW.

"The aggressive retailer will examine the new ideas and data on all subjects pertaining to his business now available through his trade association membership and his trade papers. No battle was ever won without careful advance information."—Dr. Julius Klein, Asst. Secretary of Commerce.

AMERICAN NURSERYMAN

American Nursery Trade Bulletin

CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

OFFICIAL JOURNAL
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Largest District Organization in the Trade
ILLINOIS STATE NURSERYMEN'S ASSOCIATION
Leading State Nursery Trade Organization

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ROCHESTER, N. Y., FEBRUARY 1, 1933

Ralph Thrall Olcott
Founder of American Nursery Trade Journalism

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of the late Ralph T. Olcott, who later founded the AMERICAN NURSERYMAN on broad and untrammeled lines.

"The dean of Nursery Trade Journalists."—John Watson

A Policy Roundly Echoed

"Cultivated Americans, impatient with cheap sensationalism and windy bias, turn increasingly to publications edited in the historical spirit. These publications, fair-dealing, vigorously impartial, devote themselves to the public weal in the sense that they report what they see, serve no masters, fear no groups."—Time Magazine

Sound Distribution

"Distribution has been much stressed, perhaps correctly, by executives, organizations and business analysts as the present main problem of industry. Nevertheless, I am of the opinion that there can be no sound distribution that is not based on sound production.

"To find and serve a market is to presuppose a capacity to produce economically, wastelessly. Buyers have a way of seeking out the producer who best serves them at the factory."—Charles Ault, Auburn, Me.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.

The Mirror of the Trade

SELLING BELOW COST

An extremely interesting and timely fifteen minutes of reading is provided by an article in the January 5 issue of "Printers' Ink," New York City, entitled, "If Price Cuts Persist, Sheriff May Have Busy Year." The writer, John F. Bush, Jr., is vice-president in charge of Sales, of the Puritan Soap Company.

He gives a most convincing argument for maintaining price levels. Called by the president of his company to attend a conference, the purpose of which was to discuss price reduction to increase sales volume, (which plan was being favorably considered by the president, and others), Mr. Bush stood adament in his refusal to be persuaded to recommend the contemplated lowering of prices. **And he a sales manager!** Mr. Bush insisted that lower prices would do no good toward increasing sales volume. He said:

"You can't force volume in this market with price! We need all our sales margin to improve merchandising methods. Price can't do it. **There will always be someone underselling us**—regardless of our price. There will always be a percentage of buyers attracted by price—and price only. But those aren't our buyers. They never have been. That isn't our trade.

"Quality-minded buyers still exist. Those are the only ones we have ever been able to sell. We will continue to sell them. We haven't lost out to them on price. We haven't lost out at all. **Our volume has gone down not because we have lost business, but because the business isn't there.**

"Look at some of our leading accounts; they have dropped off 20, 30, 50 per cent—not because they are buying from competitors but because they are not buying. They are not using as much of our product. **We could reduce our price to one-tenth and still they would use no more.**

"No, price won't force volume in a declining market, because it won't increase the capacity of the purchaser to use the product. Price will get some business from competitors—a temporary victory. But competitors feel the same curtailment in demand. They are just as desperately in need of stopping the shrinkage as we are.

"Our problem, and the problem of nearly every business concern today, is to cut our overhead to fit our volume, not to try to patch up a volume to fit our overhead. That trick was used successfully prior to 1929, but it hasn't worked since."

It is an accepted fact by the best minds in every line of business endeavor that **cheap prices fail to stimulate buying; that selling below cost lowers the standard of the industry.**

At the annual convention of New York Nurserymen last month, President Warner told his listeners exactly the same thing that many other speakers have voiced in their addresses before the mid-winter conventions: "Cutting prices **has not solved** our problems, nor has it increased production."

"It's a buyers' market" has been heard so much as to become a worn out phrase. Even though it is—and where quality is concerned, it need not be—there is no logical reason for selling **below cost.** To sell at a reduced profit is enough to expect of any human being. And the public is being awakened to the fact that **quality** merchandise cannot be procured on any other basis.

When merchandise loses its quality, it becomes cheap and is worth no more than is asked for it. Manufacturers or handlers of "cheap" merchandise are doomed to become the inevitable losers; the fellow who sells quality plus service belongs to that group who will survive business panics and depressions—the survival of the fittest.

If you are to sell **below cost,** what incentive is there to stay in business?

A paragraph in some recent reading comes to mind. It says:

There is a natural distinction between **lowered prices** and **cut prices.** Lowered prices are the natural reflection on the lowering of raw material costs and of every economy practiced in manufacture and distribution. Cut prices are too often merely the weapon used by one dealer to take patronage away from another. **Cut prices are a two edged sword that impoverishes all and aids none,** save the consumer, who in such cases, receives merchandise below its normal value.

As President Warner says: "Getting an order away from a competitor (by cut prices) does not increase consumption or reduce surpluses. It simply reduces one man's surplus and increases another, and when your competitor finds out the prices quoted or the concession made he is apt to get one of your customers by the same method. **No one has profited and the entire industry suffers because of the lower price standards created."**

If you can afford to sell below cost, you do not need to stay in business; you should close up shop and retire. If you do not need to make a profit and to earn money, why should you be allowed to ruin the chances of the other fellow who does?

PROFITABLE CONVENTION DISCOURSE

Note the form of the program of the Wisconsin Nurserymen's Association, which appears in another column. After every address, arrangements have been made to have discussion on the paper presented. The leader of the discussion in each is specifically named. A very commendable program feature in our opinion. It recalls the suggestion, last year, by a well-known New York Nurseryman who said that an excellent idea to further trade interest would be to provide a summary of convention addresses in advance of delivery so members who plan to attend the convention could discuss such addresses intelligently.

What could be a more important feature of any trade association convention than an interchange of ideas, experiences and opinions on subjects coming up for discussion?

"The only way to create business is to invite it."—Weller Nurseries, Holland, Mich.

There's Money in Advertising

Says the retired president of a large concern doing a nation-wide business in surgical instruments:

"I made my money by advertising, and I cannot get away from the idea. Most business men today don't advertise enough.

"When I sold out 17 years ago, I had over 90,000 customers; and I still receive and turn over to the company as many as 62 letters a day, addressed to me personally. The first mail today brought in 30 letters from my old customers, which should have been sent direct to the company.

"There's money in advertising. Once you get the thing started, you cannot stop it."

THE ROUND TABLE

Comment and Suggestion By Readers For the PROGRESS OF THE INDUSTRY

Price Cutting Fails To Stimulate Trade

Editor **American Nurseryman:**

We Nurserymen in the agricultural district console ourselves by thinking that we have plenty of company. We find the merchant, the banker, the doctor and the minister equipped to do a 1928 business, but forced to put up with a 1900 demand.

The farmer and home owner in our cities are without much purchasing power. Cheap prices fail to stimulate buying. When the farmer is able to sell his products at a reasonable price he will pay the merchant a reasonable price for his goods.

The firm that has placed its house in order so it can ride this storm to the end, will be in position to cash in on a good business. We feel the time is not far distant when the farmer and his city cousin will be eager to improve their property by planting fruit trees and ornamentals.

E. H. Smith, President
Harrison Nursery Co.

York, Neb.

Fruit Trees Much In Demand

Bentonville, Ark., Jan. 24—We find in our locality that planters are buying fruit trees and berry plants, especially those on which quick returns may be realized. Ornamentals appear to be a luxury at present. Orders are better in numbers this season and business opening up much earlier than last year which is encouraging.

CARL A. TROMBLE

Error Corrected

Copy writer made a very bad error in January 15 issue of **American Nurseryman**, copying an item from a list of Texas charters.

The item which appeared on page 29 of that issue, second column, should read:

"John S. Kerr Company, Sherman, Tex., has increased its capital stock from $10,000 to $15,000."

The "Patricia" Grape

Patricia is a new grape introduced to the public for the first time in the spring of 1930. But "Patricia" has been known to the grape growers of the Niagara Peninsula for some years. It is a seedling grown by Mr. William Backus near St. Catharines, Ontario. Mr. Backus, now deceased, was a vineyardist deeply interested in grape growing and particularly in hybridizing grapes. He developed a number of seedlings in an effort to secure an improved early-ripening variety. One of his seedlings made such a strong, vigorous growth, came into bearing so young, matured its fruit so early and bore so heavily as to convince Mr. Backus that he had a remarkable new grape. He propagated and planted a number of the vines. It was called "Patricia."

The berry is black with a grey bloom, medium to large in size; skin not readily broken, making it a good shipper; bunch medium to large, full, very compact and heavy.

Season: Ripens with Moore's Early or nearly a week ahead of Worden.

"Patricia" seems to prefer a light soil, although Mr. Backus has some on clay which do well.

Parentage: Mr. T. P. Backus, the son, says that "Patricia" is a cross between Niagara and Hartford Prolific.

Quality: "Patricia" falls short of highest rank although distinctly good. Its perfectly formed bunches and attractive appearance, together with its firm skin and good shipping qualities, will make it a readily salable market grape.

Its **earliness,** giving the wineries a quantity crop from a week to ten days in advance of anything now available in quantity, is an advantage that vineyardists will at once recognize.

Another point in "Patricia's" favor is that it may be grown outside the present grape belt with less fear of its not ripening before frosty weather.

"Patricia" is enormously productive. The vine is an exceedingly strong grower with healthy, blight-resistant foliage. Bunches are very large and compact, and the fruit is above the average in quality. "Patricia" has the advantage over all other varieties: in early bearing, in early maturing, and in crop-yielding capacity.

E. D. Smith & Sons, Winona, Ontario, Canada, having had the "Patricia" under personal observation for years, have bought from Mr. Backus the entire stock thereof with the exception of his bearing vineyard. The name "Patricia" is copyrighted and Trade Mark Registered. The Winona concern owns and controls all rights of propagation and distribution. "Patricia" can be obtained from no other source.

High School Nursery—"Travelers Rest," Greenville, S. C., is believed to be the only high school operated Nursery in South Carolina and one of the few in the South. Students of agriculture have cultivated a plot of ground on school property and are now cultivating young trees, vine, shrubs and rose bushes, supplied gratis by friends of the school. One-half acre is devoted to peach trees. Several hundred apple trees will be grafted in late winter and placed in the school Nursery rows.

Those interested in the project hope to realize some funds from sale of young trees and other things grown in the Nursery, to defray all expenses incurred by seed, fertilizer, tools and implements, needed to carry on the work.

Nursery Exhibit

While there were but four exhibitors at the Illinois Nurserymen's Convention, viz:—Chandler Landscape & Floral Co., Kansas City, Mo., evergreen display—Hardie Mfg. Co., Hudson, Mich., spraying equipment—Standard Oil Co., Chicago, specialized petroleum products for the Nursery,—and A. T. De La Mare Co., New York, horticultural books—

There were ten Nursery concerns exhibiting the packaged Nursery stock at the house furnishings exhibit at the Stevens Hotel, held at the same time as the Illinois convention. These exhibits were:

Arcadia Rose Co. (Jackson & Perkins Co.), Newark, N. Y.—Eastern representative for Wedge's packaged products, including "Fertil-Potted," "Certi-Fed," "Superior" and "Modern" packaged roses and other shrubs; also, evergreens. C. H. Perkins was in charge.

Cottage Gardens, Lansing, Mich.—Superbloom peonies and gladiolus corms. Each peony root wrapped in Dutch peat with waterproof paper containing planting directions and with Cellophane top, so that eyes are visible to buyer. Represented by N. Kriek.

Huntsville Wholesale Nurseries, Inc., Huntsville, Ala.—Assortment of individually wrapped rosebushes and other flowering shrubs and miscellaneous nursery stock for store sale. Represented by A. J. Evans, Jr.

Killmer's Northern Nurseries, St. Paul, Minn.—"Arist-O-Crat," "Quality-Pak" and "Pro-Teck-Pak" packaged roses; also gladiolus corms. E. C. Killmer in charge.

Mount Arbor Nurseries, Inc., Shenandoah, Ia.—"Sure-To-Grow" individually wrapped or boxed flowering shrubs, including roses, and perennials. Also other deciduous nursery stock and evergreens. Bagged gladiolus corms. H. S. Welch present.

Onarga Nursery Co., Onarga, Ill.—"Perfect-Pak" roses and a complete assortment of other nursery stock, including balled and burlapped boxwoods and indivivdually wrapped perennials. J. F. Ireland in charge.

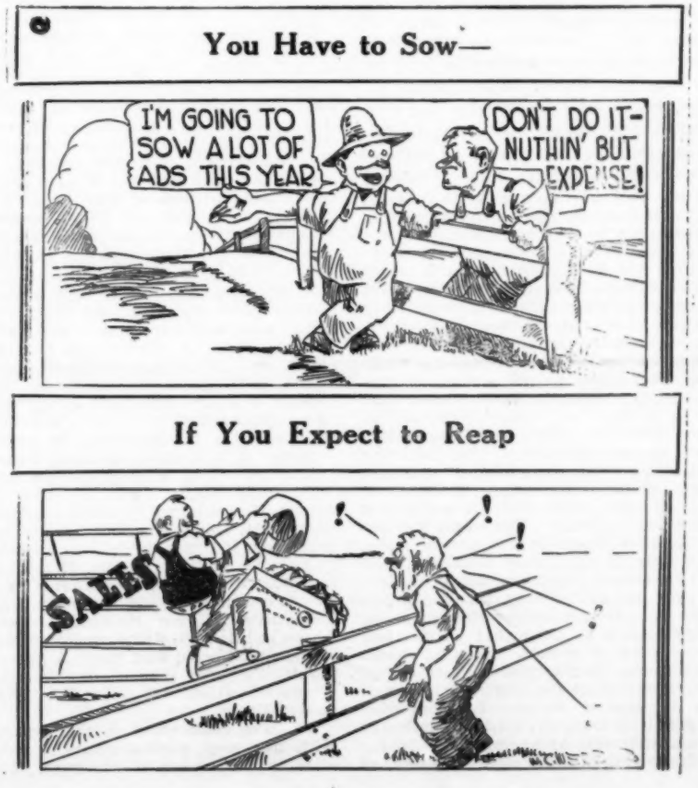
Rice Bros. Co., Geneva, N. Y.—Packaged rosebushes and other flowering shrubs, perennials, evergreens and fruit and ornamental trees. Represented by Paul F. Gorman.

Wedge Nursery, Inc., Albert Lea, Minn.—"Fertil-Potted" roses and "Vigorooted" perennials and flowering shrubs. The individually wrapped perennials and shrubs are packed in both ends of special cartons, which are so made that they can be split diagonally to form two display boxes. Ralph F. Wedge, John S. Bowen and J. B. Whelan present.

Wheeling Nurseries, Inc., Wheeling, Ill.—Boxes of Wheeling creeping bent sod, each box containing ninety-eight 1¼-inch squares, or plugs. Ernest Kruse in charge.

Wilson & Co., C. E., Manchester, Conn.—"Seal Kraft" rosebushes and other nursery stock individually wrapped for store sales. Allen H. Treat and J. A. Brinkman present.

Say you saw it in "American Nurseryman."



Rock Gardens and Plant Material Therefor

Public Needs Education on What To Plant in Rock Gardens—Wider Range of Suitable Plants Desirable—Valuable Pointers Listed

By C. N. Ruedlinger, Minneapolis, Delivered at the Annual Convention of the Minnesota Nurserymen's Association

THERE has been so much said about rock gardens these past few years that I doubt if anything could be added. The fact is we should rather discourage such rock garden building as is mostly done. The tendency, since such gardens came into fashion, has been to sell rocks and to make the rocks predominant; the more rocks used the less room for plants. Possibly there is more money in rocks than in plants, especially this past year, but nevertheless the Nurserymen should sell plants as the main feature of a rock garden. True enough it is not so easy to get a good collection of suitable plants hardy in our climate. It is up to us to educate and show the people the varieties that can be used. How many of you Nurserymen carry a good collection of such plants? The varieties we find consist of some creeping Jenny or Charlie, forget-menots, sedums, hens and chickens, violas, harebells and perhaps one or two more. This is about the extent of plants used at the present time and that which is carried by most Nurseries. As they are growing in large quantities they command low price. Raise something a little better and you will get a better price.

Before building a rock garden, take a trip along the Mississippi Valley or any road leading from the valley to the high plateau, and observe the different rock formations and you will find that some can be applied to small and some to large rock gardens.

You will find that to build a garden like some of your neighbors have will require three or four tons of stone but to build one the way nature builds them possibly two tons will be sufficient. In starting your building operation, select a good place—if possible, on a bank. However, if the lot is level, move the garden back to a corner leaving room for a good background to be mostly of evergreens. A northeast or north exposure is best. After the location has been determined stake out the outlines of the garden and start building from the edge or lawn level up towards the rear. All stones should be sunk into the ground so that not over two-thirds of the stone will show giving the appearance of an outcropping. Tip the stones inward so the water will run into the garden instead of away and leave plenty of space between stones for plants. After your rocks are placed fill up with ordinary light sandy soil around and in back of the stones, then place your next rocks somewhat higher and so on until you reach the background. According to the size space you use, you may elevate the highest point from 18 inches to five feet or more. The garden may be sloped all around or it might stop abruptly at the background. In the latter case it will require some kind of retaining wall to hold the soil in place. If the elevations vary with depressions in between it will look more natural. The larger the garden, the more interesting it can be made. Always bear in mind that it should be a garden of selected plants and not rocks. The fewer rocks used the more plants will be purchased. Always use various sizes of rocks. No rock should be used that weighs less than one hundred pounds. Planting spaces between rocks should be from 1 to 4 feet across depending on the size garden as well as on the size of stones. The first year there might be some dirt washouts in heavy rains but after that by having planted quick spreading plants in these places the roots of these plants will prevent any further washing.

Any variety of stones may be used but only one variety in a garden. The Mississippi valley furnishes mostly weathered lime stone—near Jordan one may find beautiful sandstone formation, but while they are beautiful they do not get the mossy growth on them that limestone will. If boulders are used the rough side should be shown. It does not matter what stones are used but stick to one kind. Of course a weather beaten stone covered with moss is softer in color and not as conspicuous as quarry rock. The latter is very good for showing ledge rock formation or water falls. But after all, it should be a plant exhibit and not a show of rocks.

Be sure to use only common light garden soil. Most alpine plants will grow slower and bloom more profusely if they are starved. Heavy rich soil will produce mostly leaf growth and large plants with few flowers. In place of soil, rock may be buried—especially lime or sand rocks which will absorb moisture. Most plants like coolness and moisture at their roots, and rocks and deep soil will furnish both.

If the garden is large enough it might be made more attractive by a waterfall such as running water leading into a pool made irregular in shape and if possible finished off on top with flat rocks in different shapes and sizes, some of them projecting over the edge. Do not line the bottom of the pool with stone as it is impossible to keep such a pool clean. Paths built of rough flat stones, leading through your rock garden, will add beauty and interest. Such paths should be depressed and wind between the rocks but should not be bordered with a continuous row of rocks. A very pleasing effect can also be obtained by bordering a walk or path leading to the garage or anywhere else with an irregular plant and rock border—anywhere from one to two feet higher than the path and irregular in width. A few scattered rocks away from the rock garden will soften the abrupt ending of the garden and will look very natural.

As to the planting of evergreens in the garden, only low growing and spreading varieties should be used except here and there to add prominence—some stunted, one-sided windblown evergreens of taller varieties will be very attractive. However, it might be difficult to persuade a customer to pay for a crooked or stunted tree, but nevertheless they will look better than specimen trees. Take a cedar or pine for instance, if it gives the effect of being windblown, heavier branched on one side than on the other, crooked and stunted, it will look more natural than a perfect tree.

While alpine plants are mostly dwarf, I feel that here and there tall spiky growing plants add character. Small, low and slow growing plants should be used in groups of about five. Fast growing and spreading plants in groups of two or three. Quite a number of plants, especially evergreens, like to be planted snug up to the rocks, some of their branches reaching over the rocks.

Some of the quick growing, spreading plants have to be watched closely and kept where they belong. We find them mostly among the sedums, veronicas, gypsophila, lysimachia, and others. While they become a nuisance if left to themselves we can hardly do without them. Some of the true alpine plants, perfectly winterhardy, are subject to crown rot in the summer unless they are shaded during the hottest weather. Leontopodium and alpine poppy are two that are easily affected that way. A great many plants like sunny exposure yet there is quite a number which will do well in shade or partial shade.

To have color effect in the rock garden with true rock garden plants is only possible in the spring of the year. Most of those plants are spring bloomers. Cutting the flowers continually after they are through blooming will help some. We have a riot of color from early spring to early June but after that we have to depend on attractive foliage or plant formation or else use some of the smallest growing annuals.

As to plant material I will only name a few of the easier growing ones: In the bulbous plants we have the snowdrops, grape hyacinths, scilla, crocus, kauffmania tulip and other tulip species. In the perennial group: phlox subulata, amoena, myosotis, violas, veronicas, dianthus, deltoides, plumarus and alpinus, gypsophila repens, sedums in variety, arabis, campanulas, iris pumila, anemone pulsatilla, primulas, saxifragas, aubrietia, cerastium, iberis, armeria, heuchera, leontipodium, aster alpina and alpine poppy.

Just a few words in regard to care and winter covering: Check up on fast growing plants quite often; do not water too much but give a fine mist-like spray evenings during the hot weather to take the place of dew. Keep out weeds, cut off old flower stalks. For winter covering use a few cornstalks or some brush to catch the snow—never use leaves or fine hay as the plants would be smothered. In their native surroundings they only have snow-covering.

Experience is the best teacher. Build a rock garden at home, find the mistakes you make by comparing with nature's own creation; pull it apart and rebuild it. The often you do that the better your garden will look. It will improve every time you rebuild it. There are no set rules for a rock garden—each garden has to blend in with its surroundings; each one is a separate task and requires different planning.

To Prevent Damping-Off

The use of various copper compounds, both as dusts and liquids, for the treatment of seeds to increase stands and to alleviate the disease known as damping-off has proved of special interest to greenhouse men, for often the losses from this disease wipe out all profits from growing plants for sale. Dr. J. G. Horsfall, plant disease specialist at the New York State Experiment Station at Geneva, is now advancing another copper dust that has certain advantages over materials that have been used in the past.

The material is known technically as cuprous oxide or red oxide of copper, and while it has long been known to science it is only recently that it has been tested as a fungicidal dust for treating seed to combat soil-borne plant disease. Dr. Horsfall has conducted a number of experiments with the red oxide and with other recommended copper fungicides and finds that it compares favorably with the other materials in combating damping-off.

The chief advantage of red oxide of copper is its ability to adhere to the seed. It adheres two and a half times as well as copper sulfate monohydrate dust and on the basis of copper contents it is seven times more adhesive. It has one weakness in that it is not quite as effective as the standard copper sulfate soak previously proposed by the Station for controlling the later phases of the disease, says Dr. Horsfall, but its excellent adherence qualities offset this somewhat.

Directions on the use of red oxide and information about sources of supply of the material, together with a report on the results of his experiments are contained in a bulletin prepared by Dr. Horsfall and now available free of charge to anyone interested in growing disease-free plants in the greenhouse. A post card request addressed to the Station at Geneva will bring a copy of the bulletin.

Nahumkeag Nurseries, Gardiner, Me., are now located at Farmington, Me.

More $$$ by Saving Cents

With today's low prices, your surest way to increase profits is (1) to sell more stock (2) at lower production and selling cost. You can do this with the complete, practical information available now for the first time in

The Modern Nursery

By ALEX LAURIE and L. C. CHADWICK

For Nurserymen, florists—every one who grows or sells ornamental or fruit plants—it is as necessary as a mariner's chart to an ocean pilot. Commencing with a survey of the Nursery business, it contains chapters on the location and layout of the Nursery; tools; structures for propagation; soils and fertilizers; several chapters on the different methods of propagation, all containing the latest results of practical research; cultural practices; control of pests; storage, packing and grading; office management; selling methods; Nursery laws and quarantines; and plant patents.

A nurseryman says: "It will save some Nurserymen hundreds—perhaps thousands—of dollars this coming season to read the propagating tables alone."

An editor says: "No matter what literature a Nursery concern or an individual Nurseryman may have in his library, **The Modern Nursery** should be added."

A seed importer and wholesaler says: "The chapter on propagation from seed answers so many questions which we receive from customers that the book should be of immense value to those in or contemplating entering the Nursery trade."

The book contains 500 pages of tested information, with 110 illustrations and 70 useful tables. Based on actual practices of leading Nurserymen in every section of the country. If you use but one-tenth of its ideas you will get back your investment many times over."

Built sturdily and bound in wear-proof fabrikoid to give service in your office, potting shed, greenhouse and in the field.

Price $5.00, postpaid from

AMERICAN FRUITS PUBLISHING COMPANY, INC.

P. O. BOX 124, ROCHESTER, N. Y.

"PAINESVILLE NURSERIES"

THE STORRS AND HARRISON CO. ESTABLISHED 1852 TREES PLANTS SEEDS PAINESVILLE, OHIO TRADE MARK

It Is the New Year!

Make 1933 Profitable!

WE HAVE FOR YOU

A complete line of Nursery Stock in every department. Grades liberal, quality supreme, prices reasonable.

Our notable Specialties include:

S & H 2 yr. FIELD GROWN ROSES;

Flowering Crabs and Cherries; European Sycamore; Magnolia Glauca; Moline and Vase Elms; Norway Maple; Weeping Birch; Paul's Scarlet Thorn; Prunus Cistena; Cornus Fla. Rubra.

The Storrs & Harrison Company

PAINESVILLE, OHIO

New York Nurserymen Meet

(Continued from page 37)

Department, addressed the convention on that much discussed subject, "State Reforestation." Mr. Howard very clearly showed the development of reforestation in New York state from its beginning back in the late 90's. The early plantings of the output of the first state Nurseries, stock used entirely for plantings in the State Forest Preserve, were so successful that there closely followed the second phase of the reforestation movement—the distribution of trees from state Nurseries to private land owners at the cost of production, for the reforesting of privately owned land. Legislation providing for such distribution, passed in 1908, was followed by 7 orders for 26,000 trees; a marked contrast to the situation twenty years later when 3,000 private orders were received for a total of over 16,000,000 trees. In 1930 legislation was passed providing for the acquisition of 1,000,000 acres of abandoned farm lands within a period of 15 years. The total called for by this program is $20,000,000, $1,000,000 of which was appropriated in the years 1930 and 1931. (A more detailed account of Mr. Howard's excellent review of reforestation in New York state will be given in a later issue of the **American Nurseryman.**)

Mr. Howard assured his listeners that the Department has done everything possible to insure the use of the trees put out through its forest Nurseries for reforestation and for nothing else. He says that a few complaints have reached him from time to time regarding violations, but when he asked for names and addresses of violators such information was not forthcoming. Had it been, the Department would have taken immediate steps in regard to the matter.

In referring to the Shade Tree Nursery, located in Dutchess County, Mr. Howard said that no new Nursery stock has been started at this Nursery subsequent to the first season, and appropriations made since the first year have only been sufficient to bring to maturity stock already in that Nursery. The stock grown in this Nursery is for planting along state and county highways. Nurserymen agreed that they could supply all of the stock the state might desire for such plantings and at a reasonable figure. It was estimated that there were 185,000 trees in the Dutchess County Shade Tree Nursery, and that this stock should all be cleaned up within the next three or four years, and possibly sooner. Paul Fortmiller asserted that the Shade Tree Nursery **did not** originate with the State Conservation Department, but that it was thrust upon them.

Gilmore D. Clarke, landscape architect of the Westchester County Park Commission, gave a very interesting lecture, illustrated with lantern slides, on the value of proper planting of roadsides, parkways, right-of-ways, etc., showing what has been already accomplished in Westchester County.

The following officers were elected: President, Donald C. Brown, Rochester; vice-president, R. T. Brown, Queens Village; Morris Dee, Newark; W. J. Maloney, Dansville; E. H. Costich, Westbury; secretary-treasurer, Charles J. Maloy, re-elected. Executive Committee: C. O. Warner, Geneva; Paul Fortmiller, Newark; E. Horton Bowden, Geneva; Robert Barry, Rochester; Phil Farber, Rochester; C. W. McNair, Dansville. Representatives to National Convention: Paul Fortmiller, E. Horton Bowden.

Convention Sidelights

Harlan P. Kelsey, East Boxford, Mass., left a sick bed at home to address a meeting of the Associated Garden Clubs of New Jersey. Mr. Kelsey said that he actually felt so much better after an hour and a half's talk (an almost unheard of privilege for a man among a group of women) that he journeyed on to Ithaca, in accordance with the wishes of his sons, who attended the conference last year and were very enthusiastic in regard thereto.

Attendance at the convention was around 70, with 5 states and one foreign country represented: Connecticut, Massachusetts, Pennsylvania, Ohio, New York, Holland.

Nurserymen, generally, evidently could use some of their spare time brushing up their acquaintance with the stock they grow. An exhibit of 12 unnamed Nursery stock, on the occasion of the New York Nurserymen's Convention; and a contest of correctly labeling the varieties, open to all who wished to enter, showed that Nurserymen were far from letter perfect when it came to identification. One entry had 9 wrong out of 12; the three tying for first place had 3 wrong out of 12.

Toastmaster Don Wyman called on Harlan P., after the banquet, to say a few words on two of his exhibits—Abies fraseri and Abies balsamea. Mr. Kelsey said he supposed he should follow Dr. Bailey's advice—"get full of your subject and then speak"—but he hadn't any room left after the banquet for even Abies fraseri, much less the both of them. Nevertheless, Mr. Kelsey spoke very enthusiastically on several subjects.

The self-termed "animated alarm clock", Prof. Chester J. Hunn, certainly saw to it that Nurserymen talked, ate, drank, and moved on schedule. A vote of thanks to Prof. Hunn who seemed to be everywhere at the same time to make the convention a success.

Maintenance of Prices Important Consideration

President Charles O. Warner Lists Existing and Future Nursery Trade Problems and Suggests Solutions Therefor at New York Convention

AS to what is ahead of us from a legislative angle, no one knows what will be proposed. We do know that the incoming president has stated in effect that he believes in the principle of a swapping tariff, and that means we must be constantly on guard to be sure that the privilege of shipping in foreign competitive products is not given for the privilege of allowing other industries some special consideration. The question of duty on Holland bulbs should be considered if changes are made.

Regarding Membership Dues

The legislative committee have a year-'round job and they need and should have the support of the entire industry, and to have that support we should increase our membership so that when they speak on proposed legislation, they are truly representing the entire industry. One plan we might consider to help build up our membership would be to adopt a plan that would provide as soon as our membership reached a certain figure, perhaps 100, the dues would be $5.00 instead of $10.00 per year. This would provide an incentive for our present membership to cooperate in an attempt to increase the membership and we might better have 100 members at $5.00 than 50 members at $10.00.

Danger in Cutting Prices

Before we increase production, even though it may reduce our costs, we should be fairly sure that this increased production can be sold at a profit. **Cutting prices has not solved our problems nor has it increased production.** Many of us have allowed competitors and buyers to partially run our business for us, at least as far as establishing selling prices are concerned. If a buyer intimates that a competitor has quoted him a lower price or offered some special concession, we have often accepted that statement as a fact without investigation and met the price or granted the special concession. **Getting an order away from a competitor does not increase consumption or reduce surpluses. It simply reduces one man's surplus and increases another,** and when your competitor finds out the prices quoted or the concession made, he is apt to get one of your customers by the same method. No one has profited and the entire industry suffers because of the lower price standards created.

There seems to be an increasing number of firms this year, who are advertising wholesale prices direct to the planter, but I am not convinced that this plan will move more stock than would be sold at a fair retail price; as usually when one firm quotes lower prices, either wholesale or retail, that price is usually met and the net result is a lower standard of prices for the entire industry. **One of our hardest jobs in the future will be to bring prices back to a profitable basis.**

Another plan that is now being advertised is offering stock direct to the planter on a deferred payment plan. This, however, is not an entirely new plan as some Western firms have done this for some time, but there is the danger that this may develop into a general practice and we know that once practices are started, they are often difficult to stop.

Government Experimental Stock

Another question which while possibly not serious at present should be thought about, is that some state and federal institutions in carrying on some of their experimental work, and much of it at our request, find it necessary to produce a certain amount of finished produce and after this is produced the question of disposal arises.

My personal opinion is that if any state or federal agency finds it necessary to produce any finished Nursery product through the use of public funds, with the possible exception of evergreen seedlings or stock for reforestation purposes, that, that product should not be offered for sale or distribution where it will compete with similar privately produced products.

The Nursery industry could afford to furnish these state or federal institutions with a limited amount of such stock as might be needed for requested experimental work, and have it destroyed or turned back to the ones who supplied this stock originally, when it has answered its purpose, rather than have it come into open competition with privately produced goods.

When all is said and done, our state officials are spending your money, and you have a right to ask that when your money is being spent you be given an opportunity to supply your goods.

To Increase Consumption

The fact that we may seemingly have a surplus of our goods at the present is not because the public does not want our goods. I believe they want, need and will use all our present products and more too, if we make it possible for them to buy and pay for them and the only way we can do this is to stand back of any sound program that will put more money into the pay envelope of the great mass of people who need our goods.

While we may not have a national advertising campaign this coming year, I believe that a live publicity committee in every state association, as well as in the American Association of Nurserymen, could carry on much of this educational work, and provide reading material that the press of the country would be glad to use.

LONG ISLAND NURSERYMEN'S ASSOCIATION

Clifton Sammis, Huntington, N. Y., Secy.

An interesting and beneficial program for 1933 was discussed by Long Island Nurserymen at a meeting of their association last month. Following the address of welcome by President Jac Bulb, various types of credit associations were discussed, since the creation of such an association for members of the association is generally desired. A committee of five, P. M. Koster, A. P. Therin, Leslie N. MacRobbie, H. A. Naleradt and Mr. Turner of Bloodgood Nurseries, were appointed to report on the matter at a later meeting, at which time definite organization will be effected.

Continuation of the Exchange Bulletin, published by the association last year, was decided upon. This is a pamphlet issued twice a year for the special use of the Nurserymen, landscape architects and park commissioners. It includes listing of plant material being grown by Long Island Nurserymen, stock for exchange among members, also rare and difficult things to be found.

The three-day school on Nursery problems will be held on February 6-8, at the Farmingdale School of Agriculture. Representatives from Cornell University will present topics of interest.

A new type of meeting has been planned for February 17. The Nurserymen have invited the Long Island Garden Clubs to join them at the Garden City Hotel on that day. Some of the Nurserymen will talk on horticultural subjects, and a competition in which the garden club members may compete will be staged. There will also be a round table discussion of garden problems after the talks.

An electric hedge trimmer has been put on the market by the Dumore Company, an electric appliance concern of Racine, Wis. The tool is equipped with the well-known Dumore Universal Motor which operates on either alternating or direct current. The hedge trimmer, it is announced, will sell for $20. It is suggested that Nurserymen list it in their retail catalogs.

OKLAHOMA NURSERYMEN'S ASSOCIATION

Mrs. W. E. Rey, Oklahoma City, Secy.

Members of the Oklahoma Nurserymen's Association met at Oklahoma City on January 12, on the occasion of the twelfth annual convention. President Leo Conard in his annual address spoke on the purpose of conventions and what they mean to the Nurseryman. He said conventions "give us a chance to exchange ideas, and to discuss new varieties of Nursery stock. As the demands change from time to time, it is very important that the Nurseryman be familiar with the plants he sells that he may be able to give his customer intelligent advice. Some things of importance that a Nurseryman should know are how to dig, store, and sell his stock; also cost accounting."

C. E. Garee, speaking on "Best All-Purpose Grapes for Oklahoma" made special mention of Campbell's Early, Brighton and Moore's Diamond. He said Extra was the coming commercial grape of the Southwest. This grape is reported to be one of the best all around grapes. It resembles Concord in appearance and general characteristics, though it yields much more and the vine is more vigorous. It is a good keeper and the grapes hang on the bunch well.

Prof. George Cochran, head of the department of horticulture, A. & M. College, Stillwater, principal speaker at the meeting, emphasized the advantage and desirability of buying Nursery stock from Oklahoma Nurseries. He declared because of climatic conditions many trees fostered in the state grow better than products which originate in other soils.

W. E. Rey spoke briefly on "Making a Small Orchard Pay," and A. G. Hirschi spoke on berries and small fruit in general. He recommended the Blakemore strawberry and the McDonald blackberry for culture in Oklahoma.

Prof. Frank B. Cross, of the A. & M. College, spoke on "Practical Orcharding in Oklahoma." It is his opinion that orcharding may be made a profitable business in Oklahoma. Though climatic conditions vary from those found in some leading orchard sections, variable factors proving unfavorable, there are many compensating benefits to Oklahoma orchardists. For instance, low humidity, characteristic of Oklahoma atmosphere, while unfavorable for plant growth, is also unfavorable for fungous growth and consequently disease development, said Prof. Cross. "Our aim," he continued "must be to so modify our methods of treatment as to minimize the effects of unfavorable environmental conditions of this nature and grasp the benefits accruing from favorable conditions."

All of the officers were re-elected: Leo Conard, Stigler, president; N. D. Woods, Oklahoma City, vice-president, and Mrs. W. E. Rey, Oklahoma City, secretary-treasurer.

The association will hold its summer meeting at A. & M. College, Stillwater, July 25, during Farm Congress week.

Connecticut Nurserymen Elect

Joel Barnes of Yalesville, was elected president of the Connecticut Nurserymen's Association at the twenty-sixth annual meeting January 18 at Hartford. Other officers chosen were E. J. Kelly of New Canaan, vice-president; A. E. St. John of Manchester, secretary-treasurer.

L. H. Worthley of the United States Department of Agriculture addressed the association on the Japanese beetle. Other speakers were W. O. Filley of the State Park and Forest Commission; Dr. W. E. Britton, state entomologist; Dr. R. B. Friend and M. P. Zappe.

Empire State Nurseries, Newark, N. Y., advertising account is now handled by Franklin Advertising Corp., New York City.

MASSACHUSETTS NURSERYMEN'S ASSOCIATION

Winthrop H. Thurlow, W. Newbury, Secy.

Massachusetts Nurserymen at their one-day meeting on January 10, at Hotel Statler, Boston, elected Victor Heurlin, South Braintree, president; Herbert C. Barrows, vice-president; and the following members of the executive committee, Harlan P. Kelsey, Jr., East Boxford; George Johnson and Lloyd Hathaway, both North Abington, and Cornelius Van Tol, Falmouth. Secretary-Treasurer Winthrop H. Thurlow was re-elected.

The Japanese Beetle quarantine situation was fully discussed. A map showing the regulated areas, as per extension of such areas on January 1 of this year, created much interest. An exhibit showing the life cycle of a Japanese beetle, received much attention. All Nurseries in Massachusetts were found free of the pests and are listed in Class I. The average yearly spread of the beetle is estimated at ten miles. Last year $400,000 were spent in control work of this insect.

Mr. Morris, superintendent of state Nurseries, speaking on the work of his department, stated that timber species only are grown and all the stock is used for reforestation purposes. Sales are restricted to protect commercial Nuresrymen. Violations are few.

The association may conduct a field day during the summer.

Nursery Catalogues

Moore Nursery & Floral Co., Tyler, Tex., Wholesale price list for spring 1933, listing roses, their specialty; evergreens, shrubs.

M. Leenders & Co., Steyl-Tegelen, Holland, listing new roses for spring 1933, printed in English, German and French, Baronesse A. V. Hovell tot Westerflier, J. K. B. Roos, and President Macia are three of the roses listed.

Otto M. Locke Nursery, New Braunfels, Tex., 1933 season catalog, peaches, pears, plums, grapes, pecan trees, shade and ornamental trees for the Southland, palms, evergreens, roses, flowering shrubs, etc.

Storrs & Harrison Co., Painesville, Ohio, 130-page retail catalog for spring, listing many special plant collections.

Another New Rodent Repellent

Corona Rabbit and Mouse Repellent is a new product being put on the market by the Corona Chemical Division of the Pittsburgh Plate Glass Company, Milwaukee, Wis. It is stated as being "a simple, non-poisonous, harmless vegetable oil, chemically treated to a rubbery consistency. It has a strong, disagreable odor and has fine lasting qualities. The treatment of the oil can only be carried out by trained and experienced varnish makers. It can be diluted with linseed oil and turpentine. The treated oil repels the rabbits and mice by a bad, nauseating odor. The principle of using an odoriferous repellent is best since it contains no poisonous or deleterious substances and avoids injury to the bark. The oil forms a tough, protective covering over wounded tissues."

The experimental work on this rabbit and mouse repellent has been carried on by the Horticultural Department, Minnesota Agricultural Experiment Station, and further authentic data can be obtained from Professor R. B. Harvey, Plant Physiology, Agricultural Botany and Horticulture, University of Minnesota, Department of Agriculture, University Farm, St. Paul, Minn.

Dr. U. P. Hedrick, Director, New York State Agricultural Experiment Station, Geneva, is seriously ill, having been in the Geneva General Hospital for three weeks.

Grandview Greenhouses, Inc., Leesburg, Florida, has been incorporated to do a Nursery business, G. W. Webster, J. H. Mathews and R. D. Hunt, directors.

Hemlocks Sheared, compact, selected strain for most discriminating retail trade. Sizes available 2 to 7 feet.. None better in America.

Pin Oaks Another of our specials. "Rifle Barrel" stems, well balanced tops and several times transplanted. Sizes up to 2½ inch caliper.

Also several varieties of the better evergreens, shade trees as well as common shrubs.

Send your list for quotations or possible exchange.

HILLENMEYER NURSERIES, Lexington, Ky.

POSITION WANTED

Age 39, Married

Life Experience

In all branches of the Nursery Business —I can assume responsibility and get results.

I Have Specialized in

Sales—Credits

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Who Wants My Services?

Best of references furnished

Write or wire B-21, American Nurseryman

E. P. BERNARDIN

PARSONS, KANSAS

Established 1870

Specializes in

AMOOR PRIVET, SHRUBS EVERGREENS

and

SHADE TREES

for the great Southwest.

ROSE BUSHES

Write for new Grade Count Sheet

Also send Want List for Quantity Price

Howard Rose Company

HEMET, CALIFORNIA

THE WESTMINSTER NURSERY

WESTMINSTER, MD.

Offers at special prices **California Privet, Lombardy Poplars, Oriental Planes, Shrubbery, Evergreens, Perennials, etc.** Write for new price list.

Hill's Evergreen Plate Book

50 four-color process prints from photographs. 5½x9 inches. Loose leaf. Cloth binding $3.00. Leather, $3.75. Post-paid. Great help in selling. Order for your salesmen. Money refunded if not satisfied.

D. HILL NURSERY CO.

Evergreen Specialists. Largest Growers in America

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C. R. BURR & CO., INC.

MANCHESTER, CONN.

HEAVY SURPLUS ON SOME ITEMS

Write For Low Prices

SALESMAN WANTED

Salesman now calling on nurseries, florists, greenhouses, landscape gardeners, etc., to carry fast selling side line of sales helps on strictly commission basis. State lines now carried, firms represented and territory covered. All replies confidential.

B. F. CONIGISKY

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Milton Nursery Company

Incorporated

A. Miller & Sons

MILTON, OREGON

Established 1878

Fifty-five years Nursery Experience

We specialize in following items, however have complete line nursery stock.

Send Us Your Spring Want Lists

Maples
- Norway, Schwedler,
- Sycamore and Sugar
  - Straight whips and also branched head specimens.

Birch
- Cutleaf Weeping,
- Purple leaf, Pyramidal (European White)
- European White and American White

Japanese Upright Flowering Cherry

Chinese Elm
- All sizes, well branched, straight and smooth.
- Also Lining Out Seedling

Paul's Scarlet Flowering Thorn

Pink Flowering Locust

Prunus Triloba

Large or Small Orders receive our same careful attention.

We have carlots for Eastern points saving customer in freight.

PRIVET and BERBERIS

Splendid Stock

Write for Special Quotations.

LESTER C. LOVETT

Milford Delaware

NURSERY TOOLS

LEONARD FULL-STRAPPED SPADES

KUNDE KNIVES AND SHEARS

Write for 96-page Wholesale Catalog Illustrating over 600 Hand Tools

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PIQUA OHIO

American Bulb Company

Importers and Growers of

Dutch Bulbs, Cannas, Tuberoses, Gladioli, Hardy Lilies, Manetti, Lily of Valley, Spagnum Moss.

Send For Free Catalogue.

31-37 W. 27th St. New York City

1335 W. Randolph St. Chicago, Ill.

Princeton Nurseries

of PRINCETON, N. J.

SUPERIOR

Hardy Ornamentals

THIS SIZE SPACE

$2.10 Per Issue

Under Yearly Term $1.90

next spring, which he hopes will help maintain and possibly increase his sales for the year 1933.

Sarcoxie Nurseries

Operated by Wild Bros. Nursery Co., at Sarcoxie, Missouri, established in 1875.

This Nursery was one of the pioneers in the storage of Nursery stock, in the early days having built a brick building especially for that purpose. This building was used as a model for many of the later Nursery storage buildings. About seven years ago a modern cold storage system was installed, which now consists of two complete units of engines and compressors. By this means three large rooms may be maintained at any temperature desired, keeping the stock in good planting conditions much later than can be done with temperatures that vary greatly. A deep well furnishes an adequate supply of water for the electrically operated irrigation system.

An extensive assortment of peonies and other perennials, shrubs, evergreens and that class of stock is grown for the wholesale and retail trade. A specialty is made of evergreens and shrubs for lining out. This lining out stock is outdoor grown and ready to go in the field.

Nebraska Nurseries

Devoted to the growing and planting of landscape material, ornamental trees, shrubs, evergreens, perennials and water lilies, located at Lincoln.

From a small two-acre Nursery, it has developed into the largest Nursery in Lincoln. A ten-acre show ground is located on the main street, two miles from the center of the down-town business section on U. S. Higways 2 and 38. A modern brick and tile office, cold storage, and display room for garden furniture faces north on this highway.

All buildings are beautifully landscaped. Walks and drives are bordered with perennials. Two hundred varieties of tulips and other bulbs are planted at convenient places. A numbered stake corresponding to a chart in the office, makes it convenient for customers to leave orders when the flowers are in bloom.

Last fall two new 50-foot National Greenhouses were erected. These houses are being used for the propagation of evergreens, roses and potted plants. Oil is used for fuel and heating is thermostatically controlled.

Three large natural pools adorn the show grounds and also supply the Nursery with a place to grow water lilies, large quantities of which are supplied to the trade.

Rock gardens, constructed with Tufa and planted with a large variety of rock plants, evergreens and rhododendrons, are a feature of the display grounds.

Nebraska Nurseries were established in 1921 by the present owner and manager, H. W. Stuhr. At the present time, 40 acres are devoted to the growing of landscape material.

Mr. Stuhr reports that business has been very satisfactory with the exception of last fall; a good trade is expected this spring.

Wilbur Nursery Company

Located on Clayton Road, one and one-half miles west of Lindbergh Boulevard, at Clayton, Mo. These two highways have recently been widened and improved and the Nursery is ideally situated—only a ten minutes drive from the St. Louis city limits. There is a frontage of more than a mile on Clayton Road. The Nursery is located on a 214-acre tract, 50 acres of which are planted to Nursery stock at the present time.

"We have been in business here," says a representative of the company, "since March 1929; however, our manager, Mr. A. Vandereem, has been active in this vicinity as Nurseryman, landscape contractor and horticulturist for about twenty years.

"We stock a complete line of shade and ornamental trees, shrubs, evergreens, vines, roses, and hardy perennials. Our list of alpine or rock plants is the most extensive in this part of the state.

"We believe that it is very essential to get the customer to visit the Nursery and see the type of stock for sale, inasmuch as there is a great deal of cheap competition to contend with. Therefore, we stress the fact that we have a "living catalogue" in our display grounds, where we have planted groups of the same stock as can be found lined in our fields. There is a rose garden along formal lines, informal shrubbery plantings and foundation plantings, perennial borders, a lily pool displaying various aquatics, lawns of Kentucky Blue grass and Bent grass, and a rock garden where we have made a rustic well, grotto, pool and waterfall not to exclude hundreds of alpine plants among the rocks.

"Another means of attracting visitors to our Nursery is the annual tulip show, at which time we send out cards announcing that we have thousands of tulips in bloom. This display not only increases our sale of bulbs in the fall, but it brings many new friends who get into the habit of driving out to see what we have in bloom from time to time. We hope, of course, that all of these new friends will develop into valued customers.

"Building is at a standstill around St. Louis, and demand for Nursery stock is at a low ebb. The Nurseryman will have to create the desire in the prospective customer to possess his goods, and this can only be done by showing what pleasing effects can be obtained through proper planting.

"The customer expects, and has a right to receive, 100% value for his dollar, and the old gag about not being in control of weather conditions, etc., and selling stock that has not been transplanted for years, passing the risk of such an operation on to the client, is out of date. A manufacturer who is not willing to stand back of his merchandise will not long survive. We feel that 75% of the Nursery stock that fails to live is directly traceable to the grower.

"Repeat orders tell the tale. To our mind, the old fashioned way of giving service for value received, and making a study of improving this service so as to come as near perfection as possible, is the way out of our present situation."

J. E. Conard & Son

This Nursery at Stigler, Okla., was started in 1912 by J. E. Conard. At the beginning, the business was conducted for growing Nursery stock under contract for other larger Nursery firms. "The beginning of the business of our major plant," says Leo Conard, the son, "was apple trees. As high as one and one-half carloads of apple trees were shipped during a season.

"In 1922, I finished college and entered business with my father under the firm name of J. E. Conard & Son. We started a wholesale business for ourselves. Today I believe our firm has one of the largest and most complete lines of Nursery stock in the Southwest. The plant at present consists of 250 acres consisting of fruits, shrubs, roses, evergreens, and shade trees."

The Willis Nurseries

In 1873, A. Willis, who had left his home in Delevan, Wisconsin, a short time before and was working in a greenhouse in St. Louis, secured a contract to grow a block of apple trees for a Missouri Nurseryman. The place he chose to grow them was Ottawa, Kansas. Thus began the Willis Nurseries, which today is one of the largest wholesale Nurseries in the Middle West.

The first plantings were made on what is now the Sante Fe Hospital grounds. A little later the Nursery was moved to the grounds of Ottawa University, and finally to its present location at the eastern edge of the city.

As in most western Nurseries, the first plantings were chiefly fruit trees, and forest tree seedlings for planting windbreaks and shelter-belts on the Western prairies. Gradually the assortment was increased until now it comprises just about everything hardy that is suited to the Kansas climate.

In the early days the sales were largely retail but gradually as the amount of stock grown was increased, the wholesale sales grew larger and finally surpassed the retail. Today practically the entire output is sold at wholesale, shipments going into nearly every state in the Union.

After Ola Willis, the daughter of A. Willis, graduated from Ottawa University, she was taken into the business and until her death in 1926 was in charge of the office. Many people dealt for years with the Willis Nurseries, not realizing that the signature O. Willis on letters, was that of a woman. The son, Arthur E. Willis, was also taken into the business upon his graduation from college and for many years had complete charge of production. He is today the active head of the business.

The business was incorporated in 1929 and the name changed from A. Willis & Co. to The Willis Nursery Co. The present officers are: A. E. Willis, pres.; J. J. Pinney, vice-pres.; Russell Howard, secy. J. P. Foster is superintendent of the Nurseries, which today cover about five hundred acres. In addition to the plant at Ottawa, contract plants are maintained in Dansville, N. Y., Painesville, O., Topeka, Kans., and Tyler, Texas.

Two large storage houses at Ottawa facilitate the handling of orders which are shipped almost daily from early fall until late spring. One of these houses measures 100 ft. by 200 ft. and the other 100 ft. by 300 ft. The latter has a side track from the main line of the Santa Fe to facilitate the movement of carload shipments.

J. A. Bauer Plant Co.

This Judsonia, Arkansas concern, which is well-known as strawberry specialists, was established by the late J. A. Bauer who was fatally injured in an automobile accident last fall. The business is being carried on by his sister, Mrs. W. J. Grisson, who was Mr. Bauer's chief assistant for ten years.

Mrs. Grisson states that their section has a short crop of plants owing to the continued drouth last fall "but what we have," she says, "are of fine quality. Prospects look bright for a good business this spring and we are now shipping plants every day into Florida, Louisiana and Texas. This firm is featuring the Youngberry as a leader this year, as it has proven quite successful with us and is being grown by several farmers here for shipping. Coming on just after the strawberry crop is over, it furnishes work for the berry pickers for a longer season.

Cherry Pollination Studies—Experiments in cherry pollination covering a period of several years are described in a recent bulletin from the N. Y. State Experiment Station at Geneva. The experiments included tests with sour, sweet, and Duke cherries. A copy of the bulletin may be obtained free of charge upon request to the Station.

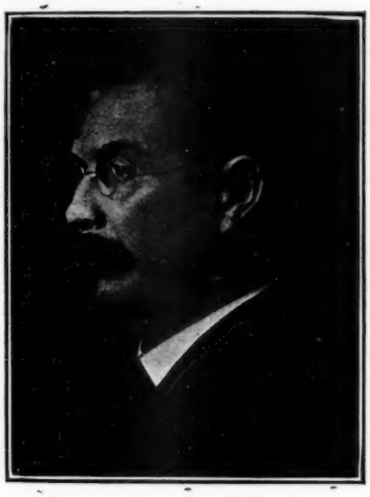
Sample of two-year No. 1 Cherries, Offered by Willis Nurseries, Ottawa, Kan., in 1905. Gentleman in picture is L. W. Hall, Rochester, N. Y., with the Willis organization at that time.

Obituary

F. T. Ramsey

F. T. Ramsey, pioneer Nurseryman of Austin, Texas, passed away at his home on December 28. He had been in failing health for two years.

F. T. Ramsey, well-known to the trade, entered the Nursery business that his father, A. M. Ramsey, had founded in 1875, when he was a young boy. He made his first trip selling trees, on horseback, when



F. T. RAMSEY, Austin, Tex.

he was but 16 years old. When his father died in 1895, F. T. Ramsey continued the business alone until 1908, when his son, J. M. Ramsey, was taken into partnership.

The Austin Nursery is one of the leaders in the Nursery business in the Southwest. It consists of over 300 acres. Mr. Ramsey was the originator of many new and valuable varieties of fruits and ornamentals, giving much character to the progress of Southwestern horticulture. Among his introductions are the following: Annabel, Bestmay, Bestjune, Chelow, Governor Langham, Leona, Octoberta, Smith Indian, Snowcling and Williams peaches; — Happiness and Gonzoles plums; — Helm apple; — Oliver Burkhardt, John B. John pecans;—Ramsey fig;—Chester apricot;—Breck, Davis and Wilkinson nectarines; and Haupt blackberry.

The Nursery trade will mourn the passing of this practical horticulturist.

Thomas J. Murphy

Thomas J. Murphy, 59, nationally known Nurseryman, died January 11 at his home in Hendersonville, N. C.

Previous to moving to Hendersonville six years ago, where he established the Murphy Nursery, Mr. Murphy was connected with the Storrs & Harrison Company of Painesville, Ohio, for thirteen years and later engaged in business for himself in Painesville as manager of the Buckeye Nurseries.

Mrs. H. W. Kruckeberg

Mrs. Jennie S. Kruckeberg, wife of Secretary Henry W. Kruckeberg of the California Nurserymen's Association, passed away Jan. 20, at the age of 77. Besides her husband, she is survived by three sons—Arthur W., proprietor of the Kruckeberg Press; Dewey, a landscape architect; and Hal S., formerly a Nurseryman.

Guy M. Pilkington, Portland, Ore., Nurseryman, died December 28. He was in business with his brother, J. B. Pilkington.

The Elm City Nursery Company, Woodmont, Conn., has been adjudged bankrupt. A final meeting of creditors to pass on the account and transact other business was held January 9 in the office of U. S. Court referee, Room 207, Post Office Building, New Haven, Conn.

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WHOLESALE NURSERYMEN
Ottawa, Kansas

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600 Scopulorum Junipers—2-3' grade
7,000 Platte River Junipers in 3-4', 4-5' and 5-6' grades
4,000 Mugho Pines in 18-24" grade
50,000 Chinese Elm (Ulmus Pumila) 8' up to 2" caliper
125,000 Chinese Elm Seedlings 9-12" up to 24-30"
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NEW ENGLAND NURSERYMEN'S ASSOCIATION

W. N. Craig, Weymouth, Mass., Secy.

The business of Nurserymen has definitely improved, it is better than it was last year, and is assuredly on the upgrade, William N. Craig told attendants at the first session of the annual meeting of the New England Nurserymen's Association, at Hotel Statler, Boston, January 24.

Indications point to a decided improvement, and the association is now working for the beautification of highways and roadside filling stations as a part of a general program that will bring better business conditions.

The Nursery business in Great Britian, France and Germany, he pointed out, is even better than that in the United States. The same is true of the European flower market. Although flowers there are almost double the price of what they are here, more of them are sold. An explanation for this is that Europeans are more flower-conscious than Americans, he said.

The Amateur Evil

In talking on the various phases of the Nursery business, Alexander Cumming, Jr. president, said:

"Let me here point out an evil which I think has done more harm than the unfair competition that is being so much discussed. I refer to the good husky laborer or possibly mechanic, who no longer having a regular job, acquires a second-hand truck, assembles a few tools, and blossoms out immediately as a consulting gardener, Nurseryman, landscape architect, or whatever other title may sound sufficiently impressive.

"He will do things that no competent Nurseryman or landscape gardener would have the effrontery to do, and worse yet, gets away with it long enough to get his money for the job.

"True, this man, after a few experiences, finds that he cannot make the grade. Perhaps by that time his old job is again ready for him, and he retires gracefully. No harm has come to him in the meantime. Perhaps he has even made a little money, but he has left a trail of misdeeds that are apt to be charged up against the Nursery business at large.

"The point I want to make is just this: How can these victims or the buying public distinguish between this impudent imposter and the legitimate Nurseryman?'

"Now the question may arise: 'What is a legitimate Nurseryman?' My definition would begin contrast to that of a dealer, a person who can grow and is thoroughly familiar with the materials he offers for sale, knows its requirements, where it should or should not be used, and has sufficient confidence in his knowledge to stand back of his judgment and the stock he sells."

Roadside Development Urged

William W. Harper of Chestnut Hill, Penn., well-known Nurseryman, gave the principal address on the second day. He stressed the importance of keeping up the morale during a business depression. He urged the Nurserymen to use their slack time in improving the roads on their places, and to do landscape work that would make people plant-conscious.

He says that he thought the outlook in New England was good for Nurserymen, because people here believe that plants and trees are a necessary part of living.

Also, he advised the Nurserymen to live among their trees and plants, rather than elsewhere, for this closeness to their work contributed toward success.

Officers

Walter G. Wyman of North Abington was elected president of the New England Association. Other officers elected were Clarence E. Dow, Bar Harbor, Me., vice-pres.; William N. Craig, Weymouth, sec., and Frederick S. Baker, Cheshire, Conn., treas. Executive committee, Alexander Cumming, Bristol, Conn., retiring president; H. H. De Wildt, Greenwood, R. I., and Harlan P. Kelsey, East Boxford.

When writing advertisers, say you saw it in the **American Nurseryman.**

EASTERN NURSERYMEN'S ASSOCIATION

Russell Harmon, Stroudsburg, Pa., Secy.

The annual meeting of the Eastern Association of Nurserymen was held January 18 at Trenton. President Lester Needham in his address reported that there was little danger of the Japanese Beetle quarantine being lifted this year and that the future of quarantine problems generally looked quite bright. The suggestion that the Eastern Association be changed solely into a quarantine association might well be disregarded, President Needham said. He thought it might better be kept an all-around Nursery association, under present circumstances.

Members of the Eastern Association were honored by an address by Paul C. Stark, President, of the American Association. President Stark spoke on business conditions in general, on the benefits that have been derived from the past depressive times urged a closer cooperation between Nurserymen and a staunch supporting of trade associations. He called special attention to the fine accomplishments by A. A. N. Secretary Sizemore along freight rate reductions and other lines, and pointed out that associations can do much for members, if members will only all join hands and pull together.

Dr. T. J. Headlee, state entomologist of New Jersey, speaking on the gypsy moth menace advised his listeners that it was quite probable an attempt would be made to reduce federal appropriations for control of the gypsy moth. He urged all Nurserymen to advise their Senators of the situation and to urge that the necessary appropriation needed to keep this insect from becoming established outside of New England territory, be made. The Eastern Association, upon suggestion of Albert Meehan, agreed to assume expenses for trips to Washington Dr. Headlee would take in their behalf, on quarantine matters.

The following officers were elected: President, E. H. Costich, Hick's Nurseries, Westbury, N. Y.; Vice-president, E. S. Boener, Jackson & Perkins Co., Newark, N. Y.; treasurer, A. F. Meehan, Dresher, Pa.; secretary, Russell Harmon, Stroudsburg, Pa. J. Howes Humphreys and Lester H. Needham were elected to the executive committee.

Forced Nursery Stock Sale

A trustee's sale of stock of the Cumberland Valley Nursery Company, McMinnville, Tenn., on the Court House steps in McMinnville, February 14 at one o'clock, to the highest cash bidder, will include:

Tractor, plate books, 114,657 cut back two-year old apple trees; 3,412 budded one-year apples; 19,274 pear trees; 1,940 quince trees; 63,477 one-year, dormant budded peach trees; 194,950 June budded peach; 1,476 plum trees; 120,000 peach seedlings; 18,600 grapes; 100,000 assorted flowering shrubs; 25,000 evergreens; 75,000 small evergreens; 200,000 Cal. Privet; 150,000 Amur River So. Privet; 300,000 cuttings; 5,000 roses; assorted packing materials, labels, twine, 630 square feet glass, cold frames and numerous other valuable items of stock and two trucks.

J. N. Walling, Trustee
C. Grey Elkins, Trustee

The following officers were elected at the meeting of the Nebraska Nurserymen's Association last month: R. B. Williams, Lincoln, president; Harry Rigdon, Seward, vice-president; Ernest Heminghaus, Lincoln, re-elected secretary-treasurer.

J. Dykhuis, of Felix & Dykhuis, Boskoop, Holland, well-known Nurserymen, is in this country on his annual visit. His plans will take him through the West and North and into Canada. He expects to return home by the middle of February.

The name of the Woman's Auxiliary, Allied Florists, has been changed to "Woman's Organization of Allied Florists and Nurserymen of Greater Cincinnati," so as to include the wives of men engaged in the Nursery industry.

WESTERN ASSOCIATION OF NURSERYMEN

George W. Holsinger, Rosedale, Kan.

Sixty members of the Western Association of Nurserymen met at Kansas City, January 24-26, on the occasion of the forty-third annual convention. President Pinney's address, in which he listed the radical changes which have taken place in the Nursery industry in the last decade, and suggested lines of endeavor for Nurserymen to follow, will appear in a later issue of the **American Nurseryman.**

Chet Marshall, reporting on the progress of the formation of a national retail organization said that no further progress had been made due to present business conditions, and the matter would undoubtedly remain at a standstill until conditions improved.

The discussion on the subject of summer planting brought out the fact that summer planting is practical and feasible in almost all parts of the country. Trees and shrubs must be handled with balls of earth. Outside of the period during late May and June, there would be a very rapid growth and they can be transplanted if done with a ball of earth, and carefully planted and watered through the summer months.

It was suggested by those taking part in the discussion that this practice had a tendency to lengthen the planting season very considerably for the Nurserymen, and also was advantageous to the purchaser, because he would get the benefit of the planting immediately after his home or other buildings were completed. The loss in planting over the summer season was reported not any greater during the past three seasons than if planting was done at the regular periods, with the ordinary methods used.

A. E. Willis, Ottawa, Kan., called the Nurserymen's attention to the benefit of the Plant Patent Law, and urged his listeners to take advantage of it. Fifty-one patents have been granted to date; many more are in process of being granted.

Seed House Destroyed—Fire, believed to be caused by an overheated stove, destroyed one of the seed houses at the N. Y. State Nursery at Saratoga Springs. Two employees were slightly burned while fighting the fire.

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Program For Wisconsin Nurserymen's Convention

To be held at the Republican Hotel, Milwaukee, Wisconsin, February 16.

Morning Session
(For Members Only)

10:00 a. m.—Business Session and Election of Officers.

Afternoon Session
(The General Public is cordially invited to attend this session).

1:00 p. m.—"Annual Address" by President L. J. Baker, Secy.-Treas. of Baker Nursery & Seed Company, Fond du Lac, Wis.

Discussion of President Baker's address by Chas. H. Hawks, Jr., Secy.-Treas. Hawks Nursery Company, Wauwatosa, Wis.

1:30 p. m.—"Should We Grow Fewer Varieties of Fruits," by Professor J. G. Moore, Chairman of Horticultural Department, University of Wisconsin, Madison.

Discussion of Professor Moore's subject, lead by N. A. Rasmussen, Proprietor Rasmussen's Nursery and Fruit Farm, Oshkosh, Wis.

2:00 p. m.—"The Best Woody Ornamentals for Wisconsin and Their Uses," by Phelps Wyman, Consulting Landscape Architect, Milwaukee, Wis.

Discussion of Mr. Wyman's subject, lead by E. H. Niles, President, White Elm Nursery Company, Hartland, Wis.

2:30 p. m.—"Perennials and Their Care," by William A. Toole, Prop., Garry-nee-Dule Nursery, Baraboo, Wis.

Discussion of Mr. Toole's subject, lead by James Livingston, President of Wisconsin Horticultural Society and member of the Holton & Hunkle Co., Milwaukee, Wis.

3:00 P. M.—"A Former Wholesale Nurseryman's Retail Problems," by Harold Case, Coe, Converse & Edwards Company, Ft. Atkinson, Wis.

Discussion of Mr. Case's subject, lead by Mayor A. C. Hanson, Vice-President Hawks Nursery Company, Wauwatosa, Wis.

3:30 P. M.—"Some Modern Trends in Nursery Inspection Policies," by E. L .Chambers, State Entomologist, State Capital, Madison, Wis.

Discussion of Mr. Chamber's subject, lead by W. G. McKay, Pres. McKay Nursery Company, Madison, Wis.

6:30 P. M.—Banquet, at the Republican Hotel, tickets 75c each.

(Interested Horticulturists and Garden Club members are invited to attend the Banquet and the program afterwards).

7:30 P. M.—Announcements by President L. J. Baker.

7:40 P. M.—Introduction of Toastmaster of the evening, H. J. Rahmlow, Secretary of Wisconsin Horticultural Society by President Baker.

Community singing and musical numbers will be given during the banquet and between numbers.

"A Home Beautification Plan for Boys and Girls of Wisconsin," by W. McNeel, Asst. State Boys' and Girls' Club Leader.

"Our Hopes and Plans for a New State Arboretum and Wild Life Preserve on Lake Wingra, Madison, Wis,", by Professor E. M. Gilbert, Botanist, and Plant Pathologist of University of Wisconsin and Chairman of Executive Committee of the Arboretum.

COMING EVENTS

Feb. 15-16, annual meeting, Michigan Association of Nurserymen, Hotel Fort Shelby, Detroit.

Feb. 16, annual meeting, Wisconsin Nurserymen's Association, Republican Hotel, Milwaukee.

July 18-20, annual meeting, American Association of Nurserymen, Chicago, Ill.

July 1933, annual meeting, Pacific Coast Association of Nurserymen, Centralia, Wash.

Aug. 14, 1933, annual meeting, Virginia Nurserymen's Association, Alexandria.

Aug. 1933, annual meeting, Southern Nurserymen's Association, Jacksonville, Fla.

Aug. 1933, annual meeting, Arkansas Nurserymen's Association, Fayetteville.

Sept. 1, 1933, annual meeting, Association of Kansas Nurserymen, Lawrence.

Sept. 1933, annual meeting, Southwestern Association of Nurserymen, Marlin, Tex.

Sept. 1933, annual meeting, California Association of Nurserymen, Oakland.

Dec. 1933, annual meeting, Tennessee Nurserymen's Association, Nashville.

To Beautify New York's East Side

A section of New York's east side residential section is being beautified by the setting out of fifty Chinese elms. It is expected owners will cooperate in the spring and that 100 more trees can then be planted. The beautification movement, sponsored by civic groups, is being handled by the Outpost Nursery Company, of New York City and Ridgefield, Conn.

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4-6 ft.	10.00	75.00	650.00
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BIRCH,	Cut Leaf Weeping		
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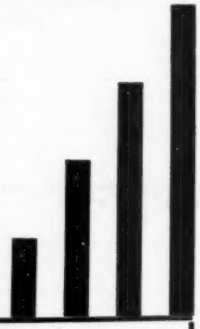

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Juniperus squamata meyeri (Meyer Juniper)	25.00	200.00
Juniperus virginiana cannarti (Cannart Redcedar)	25.00	200.00
Juniper virginiana elegantissima (Goldtip Redcedar)	25.00	200.00
Juniperus virginiana glauca (Silver Redcedar)	25.00	200.00
Juniper virginiana pyramidalis hilli (Hill Dundee Juniper)	25.00	200.00
Juniperus virginiana schotti (Schott Redcedar)	25.00	200.00
Picea pungens kosteri (Koster Blue Spruce)	75.00	.....

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